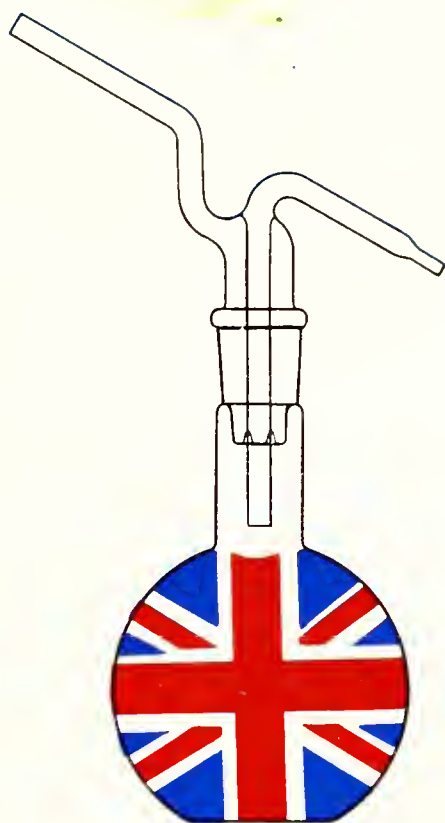


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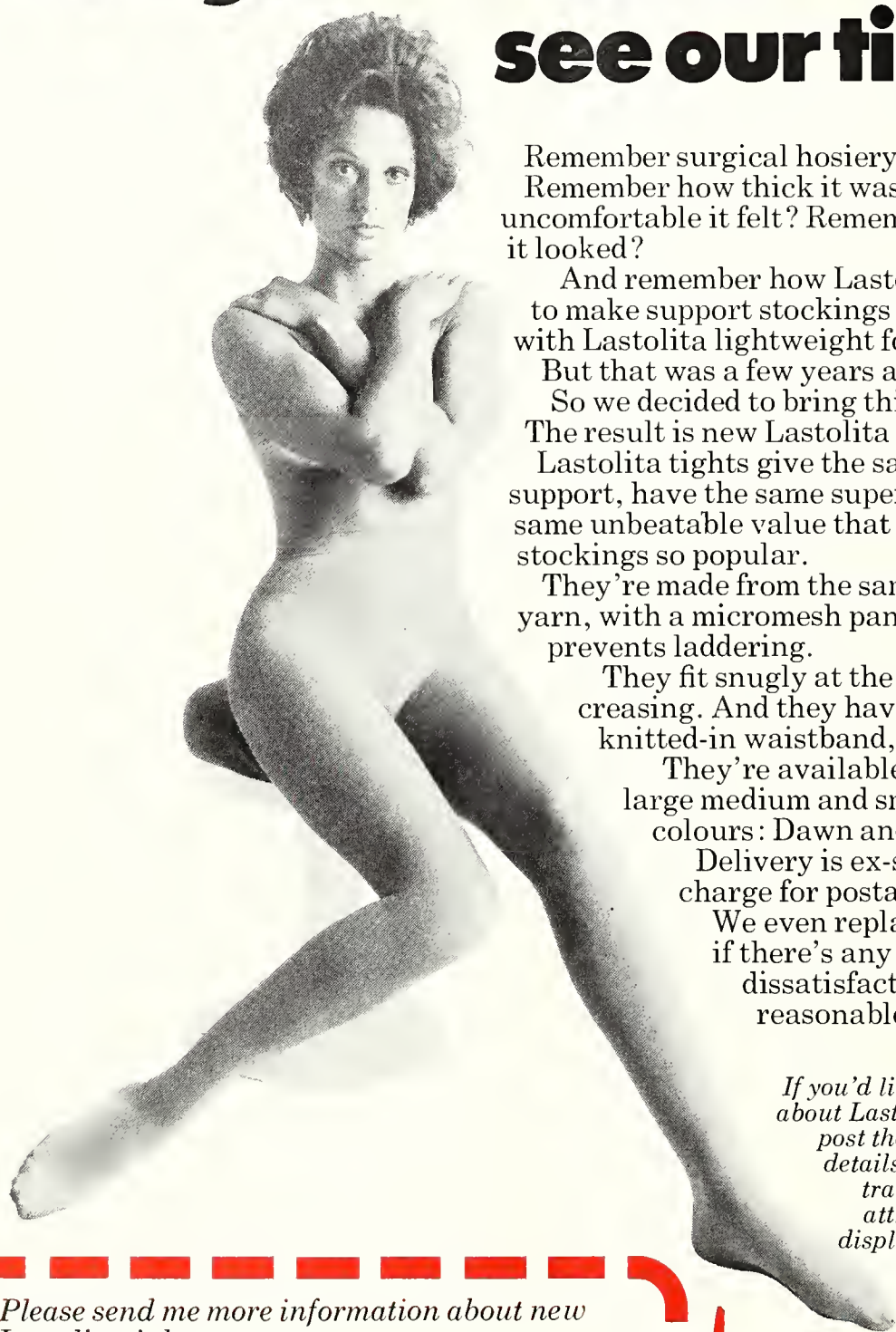
**Cosmetic sales:
chemists'
share declines**

**New statistics
for the drug
industry**

**A rubella
vaccine from
human cells**

**Dietary aids
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reviewed**

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CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4741 The newswEEKly for pharmacy

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A Benn Group Journal



Mr Adrian Kelly, of the rubella experimental laboratory at the Wellcome Research Laboratories, Beckenham, carries out an experiment for measuring the level of antibodies in blood taken from human volunteers after vaccination (see page 33)

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Medicines Act: two committees appointed

Two committees have been appointed by the Medicines Commission to consider the general sale and prescription-only lists of human and veterinary medicines.

Lord Rosenheim, KBE, MD, FRCP, president, Royal College of Physicians, is the chairman of the general sale list committee and Sir Derrick Dunlop, MD, FRCP, FRCP Ed, is chairman of the committee considering prescription-only lists.

The Medicines Commission was consulted by the Health and Agricultural Ministers about the Statutory Instruments needed under Part III of the Medicines Act 1968 to supercede the provisions relating to the medicines in the Pharmacy and Poisons Act 1933, the Poisons List and Poisons Rules and Part II of the Therapeutic Substances Act 1956.

The Commission, with the approval of the Ministers, has appointed the two committees to examine these matters and report to it.

The members

The members of the first committee, in addition to Lord Rosenheim, are Professor O. L. Wade, MD, FRCP (deputy chairman), Professor of therapeutics and pharmacology, Queen's University, Belfast; Mr K. J. P. Barraclough, CBE, TD, JP, chairman, Poisons Board; Professor R. T. Fitzpatrick, BSc, PhD, MRCVS, professor of veterinary clinical studies, Liverpool University; Professor A. M. Barrett, BPharm, PhD, professor of pharmacology, Leeds University; Dr J. B. Harman, MD, FRCP, FRCS, consultant physician, St Thomas's and Royal Marsden Hospitals; Professor J. M. Rowson, PhD, MSc, FPS, FLS, FRMS, professor of pharmacy, University of Bradford; Mr D. M. F. Sambrook, BSc, MRCVS, veterinary practitioner.

The complete terms of reference for the committee are "to make recommendations in respect of the medicinal products that should be included in the first general sale lists covering human and veterinary medicines."

The members of the second committee, under the chairman-

ship of Sir Derrick Dunlop, are Professor A. Wilson, PhD, MD, FRCP, FPS, Professor of pharmacology, Liverpool University; Professor G. F. Boddie, BSc, FRCVS, FRSE, emeritus professor of veterinary medicine, Royal (Dick) School of Veterinary Studies, Edinburgh; Mr J. M. T. Ross, FPS, chief pharmacy superintendent, Boots Pure Drug Co; Mr G. C. Brander, BSc, MRCVS, a member of the scientific staff, Beecham Research Laboratories; Mr A. R. G. Chamings, BPharm, FPS, formerly head of the school of pharmacy, Leicester, and manager, CIBA Laboratories Ltd; Dr D. L. Crombie, OBE, MD, FRCGP, director of research unit, Royal College of General Practitioners; Dr D. M. Davies, FRCP, consultant physician, Shotley Bridge General Hospital; Mr W. G. Hollis, FPS, director, Proprietary Association of Great Britain; Mr D. F. Lewis, FPS, secretary and registrar, Pharmaceutical Society of Great Britain; Mr A. G. Shaw, FPS, FCCS, secretary, Association of the British Pharmaceutical Industry.

The second committee's terms of reference are "to make recommendations with regard to:

- (a) medicinal products that should be restricted from the appointed day under Part III of the Medicines Act 1968 to sale or supply on prescription only, or to sale or supply by or under the authority of certain practitioners;
- (b) Herbal remedies that should be restricted under Section 56 (3) of the Act;
- (c) Any requirements that ought to be imposed as from that appointed day under Part III or V of the Act in relation to the circumstances of retail sale or supply or under Section 61 in relation to wholesale dealings."

The recommendations of both committees will be considered by the Medicines Commission before its advice to Ministers is formulated.

The Commission has in-



Mr Leonard Brewster, after completing more than 23 years' service with Glaxo Laboratories Ltd, has retired as correspondence services manager in the home sales department at the company's Greenford, Middlesex, headquarters. To mark his retirement, colleagues and friends throughout Glaxo subscribed to a number of gifts: cases, a desk lamp, portable transistor radio and a battery-operated mantel clock. He also received an album containing signatures. The gifts were presented to him by Mr P. Scruton, the company's marketing director (left)

formed the interests likely to be affected of the appointed terms of reference of the two committees and has invited them to submit their views on the matters on which the Commission is required to advise the Ministers.

Any other views which are sent to the Commission will also receive careful consideration.

Which? finds little use for cough remedies...

A comforting hot drink may do all that is needed for a cough, says the January issue of *Which?*

If readers feel something more is required they are advised to try a standard preparation such as codeine linctus BPC, pholcodine linctus BPC, sodium chloride compound mixture BPC (with Boots bronchial cough mixture as an alternative) or linctus paediatric BPC. Boots bronchial lozenges are also mentioned as being the cheapest of those looked at.

Which? outlines the indications for the various preparations,

Two other opinions offered: All proprietary cough suppressors contained only small amounts of suppressant, many people might need larger doses. There seemed little to choose between preparations that are basically expectorants.

In all, 21 proprietary preparations were "looked at."

...or slimming aids

Slimming aids, both appetite suppressants and substitute meals, reviewed in the same issue of *Which?* were found to be of little use for serious slimming unless sensible eating habits are adopted.

From more than 1,750 members who had tried to slim more had failed to lose weight than had succeeded.

Four substitute meals and 15 appetite suppressants are listed with details of pack size, price, cost per meal and ingredients for slimming.

NPU Executive election

The term of office of the present Executive Committee of the National Pharmaceutical Union expires on March 31.

Nomination papers for members of a new Executive will be sent to NPU members on January 25 and nominations will be received up to March 1.

Voting papers will be issued on March 8 for return by March 22 and the result of the election will be declared on March 24.

IPM chairman

Dr T. G. Booth, has been elected chairman and Mr A. G. Mervyn Madge, vice-chairman of the Institute of Pharmacy Management.

Mr R. M. Howitt, and Mr Philip E. Stedman, have been elected Fellows of the Institute.

New rubella vaccine is derived from human cells

The first commercially-available vaccine in the UK based on cells of human origin, Almevax rubella vaccine, has been launched by Burroughs Wellcome & Co.

The method of using human diploid cells, derived from a single human foetus, was developed by scientists at the Wistar Institute in the U.S.A., and is claimed as a major step forward in vaccine production.

Until now a new batch of vaccine has involved the fresh preparation of animal cells on which to grow the virus. A new batch of Almevax merely involves removing a sample of the human cell strain from cold storage, and using it as a seed to grow sufficient cell cultures for the batch. In addition to easier production, this method offers advantages of standardisation of the cell strain.

Because the cell strain is of human origin, it has a wide range of virus susceptibility and has therefore many uses in vaccine production. Vaccines against poliomyelitis and measles have been produced in this strain and are now being used in Yugoslavia and the USSR.

The precise duration of immunity which Almevax gives against rubella is not at present known, but initial studies suggest that it will be long-lasting. Clinical trials have shown that over 95 per cent of the people who receive the vaccine will develop protective antibodies against rubella.

FDA warning on diabetes drugs

The United States Food and Drug Administration has written to doctors recommending that sulphonylurea-type oral hypoglycaemic agents should be restricted to use in patients with symptomatic adult onset, non-ketonic diabetes mellitus, which cannot be adequately controlled by diet or weight loss alone, and in whom the addition of insulin is impractical or unacceptable.

This advice follows a study which showed no evidence that tolbutamide was better than diet alone in prolonging life under these conditions. It also suggested the regimen may be less effective in respect of cardiovascular mortality.

Pharmacy's £4,143 deficiency

Competition from a shop which opened nearby in October, 1969, as a result of which 95 per cent of the prescription trade from a group practice in the vicinity was immediately diverted, had contributed to the difficulties of H. Freedman (Chemists) Ltd, 105 Parr Lane, Unsworth, Bury, Lancs, creditors were told at a recent meeting in Manchester.

According to a statement of affairs the company had unsecured liabilities amounting to £6,869, of which £3,914 was owing to trade and expense creditors, £718 to the bank, and loan accounts of £2,237.

After provision of £94 to preferential creditors, net assets were estimated to realise £2,726, showing a deficiency of £4,143. The directors and shareholders were Mr Hyam Freedman and his father, Mr Abraham Freedman.

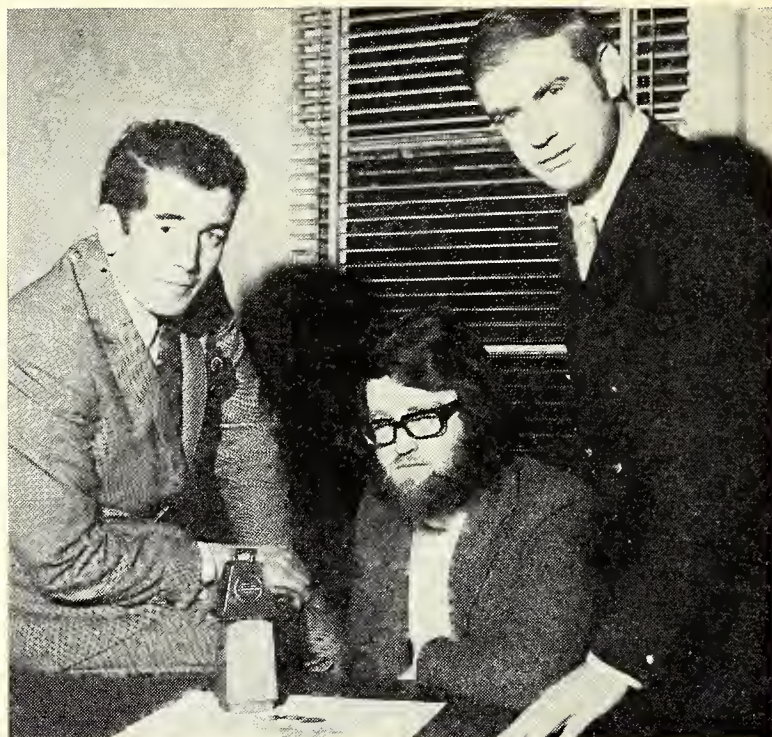
Accounts to September 30, 1967, showed a net profit of £371 on sales of £16,089, but in the following year on sales of £18,456 there was a net loss of £422. Audited accounts for the year to September 30, 1969, disclosed sales of £21,020 and a net profit of £154.

Creditors passed a resolution confirming the voluntary winding-up of the company with Mr Norman A. Armstrong (Harry L. Price & Co), 20 Princess Street, Manchester 1, as liquidator.

Slimming wheel warning

A woman patient has apparently developed a haematoma of the rectus abdominis muscle as a result of using a "slimming wheel," reports Mr J. B. Bourke of the London Hospital surgical unit.

In a letter to the *Lancet*, Mr Bourke recommends that any patient presenting with "vague discomfort" over the rectus abdominis muscle



Collett, Dickenson, Pearce (Dublin) Ltd, recently won the award for the best trade press advertisement at the Best Sellers '70 Exhibition, sponsored by the Institute of Creative Advertising and Design. The advertisement that won the award was for Associated Products (Eire) Ltd (Quickies). The Quickies tube campaign poster came second in the Outdoor Advertising section. Seen here, left to right, are Mr Bob Milne, managing director CDP (Dublin), Mr Breandan O'Broin, senior writer, and Mr Maurice Ashton, director, Associated Products

following use of a slimming wheel, should be advised to rest completely until all symptoms have resolved.

Forged script for Drinamyl

Police were called to a chemist's shop on December 22, 1970, after a man had presented a prescription which had not been signed, was incomplete and had "a couple of spelling mistakes." Later a 32-year-old chef, Christos Kikas, of Winford Road, Finsbury Park, was arrested.

Afterwards he appeared on remand before the North London magistrates and denied attempting to obtain 150 Drinamyl tablets with a forged prescription from Boots Ltd, Seven Sisters Road, Finsbury Park. Mr David Robinson, dispenser at the shop, said he saw several things wrong with the prescription. "There was no doctor's signature, the date was incomplete and there were a couple of spelling mistakes," he said.

After some unsuccessful attempts to contact the doctor who should have issued the prescription, Mr Robinson called the police. A detective said Kikas told him that a man named Costas who was in a launderette nearby had asked

him to take the prescription for him. They went to the launderette but could not find the man.

He claimed he had no idea there was anything wrong with the prescription until confronted by the detective.

After finding Kikas guilty, the magistrate was told that he had 11 previous convictions. He was also said to be receiving Drinamyl tablets under prescription from his own doctor. He was remanded in custody until January 20 for reports.

Italian drive against misuse

Italian pharmacists are spearheading a new campaign against drug misuse.

The country's Health and Interior Ministries, which have stepped up efforts to apprehend criminals and to treat dependent persons, have welcomed the assistance of pharmacists in both professional and public information. A number of pharmaceutical organisations are distributing posters and a book entitled, "Drug Misuse: A Leap Into Darkness With No Return." The book was written by a pharmacist, Dr A. G. Gren-done secretary of the *Ordine dei Farmacisti* of Brescia.

Pharmacists in New Year Honours

Several pharmacists figure in the New Year Honours List.

Professor Andrew Wilson, FRCP, FPS, Professor of pharmacology and general therapeutics, University of Liverpool, receives a CBE.

OBE awards are made to Thomas Heseltine, FPS, for political and public services in Yorkshire and to John Saville, MPS, chairman, York Executive Council.

An MBE goes to David Annatt, MPS, group chief pharmacist, Royal Buckinghamshire Hospital Management Committee, Stoke Mandeville Hospital, Aylesbury.

Awards to non-pharmacists include a GCB for Sir George Godber, chief medical officer, Department of Health and a CB for Dr H. Yellowlees, deputy chief medical officer, Department of Health.

Mr Otto Secher, chairman and managing director, Marchon division, Albright & Wilson Ltd, receives a CBE and Mr Leslie Leiner, chairman, P. Leiner & Sons, Ltd, an OBE, both for services to export.

New international health controls

New International Health Regulations for trade and travel came into force on January 1, replacing the International Sanitary Regulations.

The new Regulations simplify existing procedures and are designed to meet conditions created by the growing volume and speed of traffic.

Four quarantinable diseases are affected: plague, cholera, smallpox, yellow fever. Louse-borne typhus and relapsing fever, which came under the old regulations, are no longer considered a threat to international health.

But together with poliomyelitis, influenza and malaria, these two diseases now form part of the international surveillance programme developed by the World Health Organisation.

The new Regulations also set out maximum permissible health measures that can be taken in any foreseeable emergency situation.

The International Certificate of Vaccination has been slightly modified but the

changes do not affect the validity of existing certificates. Among the changes are: the person vaccinated must sign the certificate, and so must the physician, a rubber stamp being no longer accepted. The name of the manufacturer of the vaccine as well as the batch number must be given in vaccination certificates against smallpox. Amendments, erasures and failure to complete part of the certificate may render it invalid.

The Regulations were adopted in May, 1970, by the World Health Assembly.

Cost comparisons criticised

"Unfortunate misunderstandings" have arisen because of the single-minded aim of the Department of Health's circulars on the comparative cost of drugs, says the Consumer Association's *Drug and Therapeutics Bulletin*.

For example, to compare a broad therapeutic group of products on one circular can misleadingly suggest that they are alternatives—despite a disclaimer. Thus paracetamol has been compared with DF 118 (a much stronger analgesic), and tetracycline mixtures have been compared with ampicillin in a list of "paediatric antibiotics," even though the tetracyclines should be avoided because they stain growing teeth.

The *Bulletin* also says that established drugs may be omitted because they are less often prescribed outside hospitals, and that the drug content of preparations is not always comparable.

Ways of improving the presentation have been discussed with the Department.

New drug prices in India

The Minister for Petroleum and Chemicals, Dr Triguna Sen, announced in the Indian Parliament that new drug prices, approved by the Drug Prices Review Board, came into effect on January 1. Dr Sen said that in the case of products marketed by 53 foreign companies, the reduction applied to 55 packs.

Thirty per cent of the prices would be the same and only 8 per cent showed an increase. Dr Sen added that 41 per cent of products manufactured by Indian companies would be reduced and 37 per cent would remain stationary.

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Private chemists are losing out on cosmetic sales

Sales of cosmetics and toiletries by private chemists in Britain continued to fall during 1970, whereas Boots-Timothy Whites increased their business in all but a minority of less significant lines within the field, according to a market survey published on Thursday.

In the growing market for all-in-one make-up, for example, Boots and Timothy Whites were the source of purchase for 23 per cent of users, compared with 20 per cent in 1969, while other chemist outlets accounted for 29 per cent in 1970 compared with 34 per cent in 1969. In the 11 categories of facial and eye make-up preparations covered, Boots and Timothy Whites increased their share of distribution over the year; in all those categories, "other chemists" have lost out.

This trend is also evident among preparations for the skin, the hair, of nail varnish, bath, deodorant and fragrance preparations.

The survey shows significant gains over the year in business done by agents for direct selling companies; a quarter of all-in-one make-up preparations were bought from them during 1970.

House-to-house sales

House-to-house agents increased their customers for mascara from 14 to 17 per cent, of moisturising lotions and creams from 37 to 39 per cent, of bath foams and bubble baths from 15 to 20 per cent and of nail varnishes from 16 to 20 per cent.

In certain product categories, door-to-door agents lost ground to some of the more traditional outlets. They accounted for only 12 per cent of skin food business against 17 per cent in 1969 and for 43 per cent of bath oil and essence business against 48 per cent the previous year.

Grocers and supermarkets proved more popular in most of those lines which they handle. More women bought shampoos from these shops than in 1969 (up from 21 to 24 per cent) and hair sprays (16 to 18 per cent).

Purchasers of deodorants and anti-perspirants increased from 5 to 9 per cent. The grocer and supermarket outlets were less popular for the purchase

of setting lotions (11 per cent in 1969; 7 per cent in 1970). The bazaars (Woolworths, etc.) held on to their 11 per cent of this market and increased their share of hair colourants.

Some 46 per cent of women interviewed said they had received their fragrances by way of gifts and 45 per cent of bath cubes arrived as presents. More women received bath foams and bubble baths as presents in 1970 (41 per cent) than in 1969 (39 per cent).

Women were asked what products they had used over the last seven days and the results show increasing usage of the following:

	1965 %	1970 %
Deodorants, anti-perspirants	60	71
Talcum powders	85	90
Fragrances	55	71
All-in-one make-up	14	27
Eye-shadows	26	44
Mascaras	28	40
Cleansing and cold creams	30	44
Moisturising lotions/creams	8	20
Hairdressing, conditioners, cream rinses	15	17
Depilatories	18	23
Aerosol hair sprays	26	46
Hand creams and lotions	45	59
Nail varnishes	16	22

Products that appear to be used less now than previously include loose and compressed face powders, hair colourants, skin foods, and bath cubes.

Several products show steady usage over the six-year period with only small variations from year to year. Some 80 per cent of women claimed usage of lipstick over the previous seven days compared with 81 per cent in 1965. Some 85 per cent in total claimed they wore lipstick, two per cent of them only about once a month.

Increased purchasing of a wide variety of cosmetic and toiletry products from agents of direct selling companies has been reflected in increased sales for Avon. Those products featured in the report on which information is available over a period of time, show two brand leadership

changes during 1970, both recorded by Avon.

The figures indicate that Max Factor is now in second place for liquid make-up bases and eye shadows.

Avon, already brand leaders in lipsticks, highlighters, shadders and blushers, talcum powders, fragrances, bath oils and essences, bath foams and bubble baths and moisturising lotions and creams, are in second place in sales of hand creams and lotions, nail varnishes, all-in-one make-up, loose and compressed face powders and mascaras. Avon are rapidly increasing their market share in most of these categories.

Significant progress

Although Avon are the only manufacturer to gain brand leadership in any category covered, a number of brands have shown significant steps forward over the past year. Johnson & Johnson who were far down the talcum powder league in 1965 are now second to Avon. Yardley, leaders in 1965, have dropped to No 3, and in turn are now being pushed by Boots. Purchases of Yardley fragrance rose in 1970 to 9 per cent.

Nivea retains brand leadership in foundation and vanishing cream but the gap between their dominance and Pond's at No. 2 is narrowing. Johnson's are also climbing in this field.

Overtaken by Vosene in 1968, Silvikrin are now back at the top of the shampoo league with a 13 per cent share.

Immac, which shared first place in the depilatories market in 1969 with Veeto (38 per cent usage), has now pulled ahead to 43 per cent with Veeto at 33 per cent. Nair is in third place with 9 per cent.

Sunsilk and Silvikrin are both challenging Supersoft for first place in the aerosol hair spray market.

Friday night is still Amami night, particularly for the older age groups, but its complete dominance of the setting lotion market has been broken over the past five years. It recorded 24 per cent usage in 1966 when Dippity-Do, the setting gel, appeared with a 36 per cent share. Dippity-Do had a 27 per cent share against Amami's 23 in 1967 but the tables have since been reversed. Amami is again brand leader at 19 per cent, against Dippity-Do's 10 per cent.

Other points from the report are as follows:

□ Only 5 per cent of British women use false eyelashes and that figure has remained constant over the past three years.

□ Paper handkerchiefs and tissues are used by 48 per cent of women for putting on or taking off any kind of make-up. Usage is particularly strong in the 16-24 age groups.

□ 40 per cent of women had used sun protection products in the last six months. Brand leader among sun protection products was Ambre Solaire, used by 32 per cent of all users.

□ Vaginal deodorants were being used by 15 per cent of women in 1970. Femfresh had 46 per cent of the market.

□ Toni is brand leader in the home perm market with 28 per cent against Richard Hudnut's 21 per cent and Twink's 20 per cent. Chemists were responsible for 62 per cent of home perms, while 10 per cent were bought at bazaars.

The survey was carried out during the period August 17-September 11, 1970 during which time 4,314 females aged 13-64 were interviewed. (Cosmetic and Toiletries Survey 1970. IPC Magazines, Fleetway House, Farringdon Street, London EC4A 4AD. Price £20.)

IPM international conference

The Institute of Pharmacy Management is arranging an international pharmacy management conference in the Spring of 1972 to provide a forum for discussion on pharmaceutical, economic, management and marketing problems.

The conference, which will be open to all pharmacists, will extend over a period of one week and will be held at Brighton, Sussex. Pharmacists from Norway, Holland, Spain and from other countries are expected to participate in the proceedings, and overseas members will have the opportunity of studying the British pharmaceutical scene by attending lectures and visits. An exhibition of management aids is contemplated in conjunction with the conference.

Details of the conference arrangements and of the study programme will be available nearer the date of the conference, and pharmacists who wish to be kept informed of progress should write to: The Secretary, The Institute of Pharmacy Management Ltd, 27 Park View, Hatch End, Pinner, Middlesex, HA5 4LL.

COMPANY NEWS

CIBA-Geigy now a single company

CIBA United Kingdom Ltd and Geigy (UK) Ltd, having received the necessary statutory approvals, merged on January 1 to form a single company, Ciba-Geigy (UK) Ltd. The board of the new company is: Sir Arthur Vere Harvey, (chairman), Lord Glendevon (deputy chairman), J. A. Rodgers (managing director), J. M. Baldock, Kenneth G. Holden, Dr S. Koechlin (Swiss), H. H. Meiner (Swiss), A. A. S. Rae, Dr H. Schramek (Swiss), and Dr E. Vischer (Swiss).

The merged organisation in the United Kingdom takes the form of a combined holding and operating company with its headquarters at 42 Berkeley Square, London. There are seven operating divisions among them: Agrochemical (managing director, R. F. Norman), industrial chemicals (Dr A. F. Daglish), CIBA Laboratories (J. P. Perkins) and Geigy Pharmaceuticals (D. C. Buchanan). The associated companies Ilford Ltd, Clayton Aniline Co Ltd and the wholly-owned subsidiary Ciba-Geigy Chemicals Ltd, Grimsby, retain their separate corporate identities under the chairmanship of Sir Arthur Vere Harvey; the partnership with Sandoz in the Clayton Aniline Co remains unchanged and Ciba-Geigy (UK) Ltd maintains its 20 per cent participation in the EVR Partnership.

In 1971 it is estimated that the combined turnover of Ciba-Geigy will be over £100 m and that some 12,000 people will be employed.

Reorganisation at Schering

Schering Chemicals Ltd, the UK subsidiary of Schering AG Berlin/Bergkamen, have undergone considerable reorganisation. A new marketing department for the pharmaceutical division, at present under the direct control of the managing director, has been set up consisting of Kim Peacock, mar-



Mr Neville Stranger (right), Max Factor's director of United Kingdom operations, with the Parliamentary Under Secretary of State, Department of Trade and Industry, Mr Anthony Grant, MP (centre), who visited the Max Factor manufacturing plant and warehousing facilities at Bournemouth recently. Mr Grant was making a tour of important firms in the area

keting research manager; Mike Young, BSc, and Peter Harsant, BSc, product managers; and Ernie Gillians, assistant product manager.

The company recently presented gold wristwatches to representatives who had served 10 years on "the road." The recipients were: Clarence Eaglen (recently promoted to field force manager); Arwyn Thomas (area manager, SW England and Wales); Sidney Tisdale (Liverpool); Copple Davies (NE Lanes); William McNally (Northern Ireland) and John Berry (Somerset).

In brief

LRC International Ltd are to pay an interim dividend of 16 per cent (against 15 per cent) following a rise in profits before tax from £1,160,000 to £1,906,000, in the six months ended September 30, 1970.

Overall, group sales were £20.1m and pre-tax profits £1.9m, with the Sanitas companies contributing £2.5m and £333,000 respectively.

Mr J. Stuart Affleck, MPS, has acquired the business of Mr F. A. Goodall, MPS, 140 Westbourne Road, Marsh, Huddersfield, Yorks.

Mr John Pollard, MPS, has acquired the business of Robert Burns (Chemists) Ltd, Carolgate Bridge, Retford, Notts. Mr Robert Burns, MPS, has retired.

Messrs M. Cooper and J. Kirby have acquired the business of Hubert A. Stearn, 32 High Street, Royston, Herts, and are trading as Stearn's Pharmacies (Royston) Ltd.

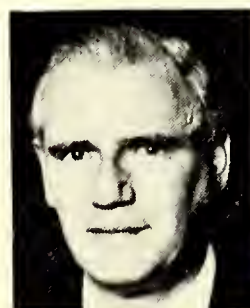
Berk Ltd: From January 11 the chemicals manufacturing division, the drugs and botanicals department of the chemicals trading division, and the group shipping and patents departments will operate from Stratford, London E15 3NX (Tel: 01-534 6644). From February 1 the mineral products division and all other departments of the chemicals trading division will operate from Berk House, PO Box 56, Basing View, Basingstoke, Hants (Tel: Basingstoke (0256) 29222).

Eylure Ltd have closed their make-up centre at 8 Grosvenor Street, London W1 due to expiration of lease.

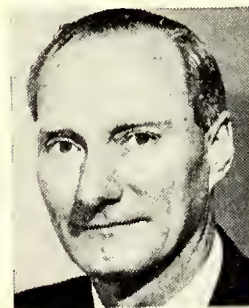
Top changes at Boots

Three senior staff appointments in the Boots organisation became effective from January 1.

Mr J. M. T. Ross, chief pharmacy superintendent and area director, eastern area of Boots, has been appointed London area director. He succeeds Mr S. Millwood, who has retired. Mr Ross will be responsible to the managing director's committee for co-ordinating the activities of 12



Mr J. M. T. Ross



Mr F. W. Wright



Mr K. F. Whynes

Appointments

Sangers Ltd have appointed Mr H. T. Nicholson to the board.

Revlon Ltd have appointed Mr Paul Hughes managing director of Revlon UK.

Wilkinson Sword Ltd have appointed Mr Geoffrey Tett, marketing manager of their UK consumer products division.

Glaxo Laboratories (NZ) Ltd have appointed Mr K. D. Huse their managing director in succession to Mr Roy Stagg who has retired.

Thermos Ltd have appointed Graham Smith assistant export sales manager; Derek Drew and Richard Burridge export area sales representatives.

Willows Francis Ltd have appointed Mr J. M. Cummings their managing director in succession to Mr A. N. McNamara who retires at the end of the month.

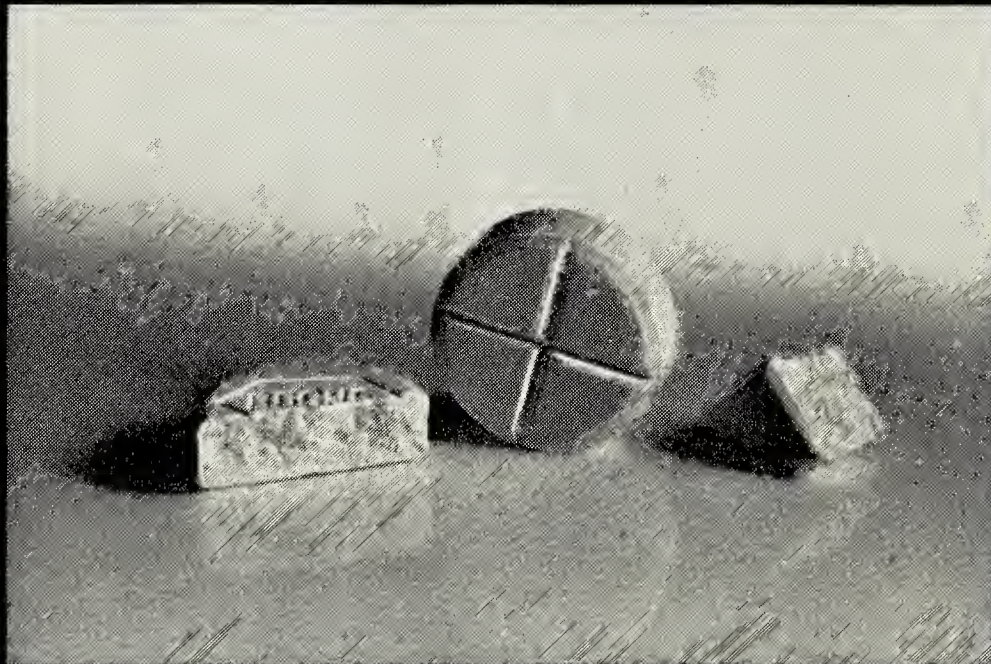
Thomas Kerfoot & Co Ltd have appointed Mr D. F. Cook their representative for the Liverpool and SW Lancashire area. Mr Cook has been a pharmaceutical representative for many years.

Carlo Erba (UK) Ltd have appointed the following medical representatives: Messrs P. M. Balk (for Essex), R. M. Davies-Hall (Sussex) and K. M. Robertson (Liverpool), Miss J. E. A. Godwin (East London) and Miss J. E. Scovell (Warwickshire).

London and South-east territories comprising 459 branches.

Mr F. W. Wright, retail staff manager, succeeds Mr Ross as area director, eastern area. Mr Ross retains his position as chief pharmacy superintendent.

Mr K. F. Whynes, territorial general manager for the Cambridge area, succeeds Mr W. H. Thackray, who has also retired, as area director of the Midlands and the North-west.



250mg

500mg

125mg

Larodopa*: just one strength of L-Dopa—
a double-scored 500 mg tablet—
covers starting doses (250-500 mg daily in divided doses)
increments (125 to 500 mg daily at weekly intervals)
and maintenance levels (3-8 g daily).

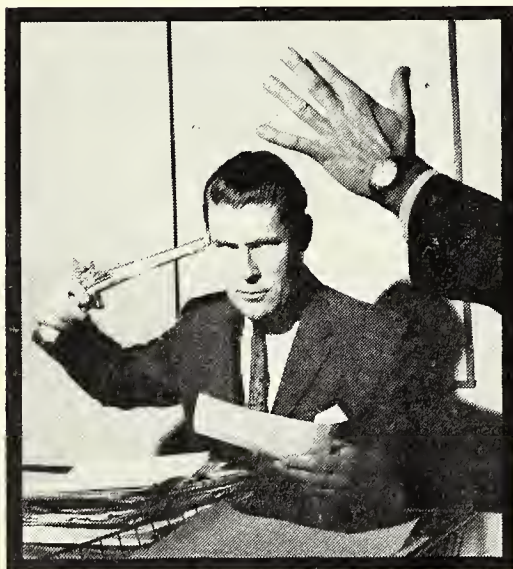


*Trade mark for Roche preparations containing (—) — 3- (3, 4-dihydroxyphenyl) — L — alanine (Levodopa)
Full information is available on request from Roche Medical Information Service/Larodopa, 15 Manchester Square, London W1M 6AP, or by telephoning 01-935 5566

Ask your Chemist for Carresin says the Nurse

But will he have it? *asks Dr Crowther*

With fourteen letters in the morning post all saying "My chemist has no Carresin" Sales Director Ken Rivers was feeling desperate. Every chemist in the country has been told about Carresin — every wholesaler given details. Nurses and Health Visitors are giving the new mother excellent working samples and telling them to "get it from your Chemist".



* He carefully chose an antique Dutch flintlock made by Leonard Graeff and having silver mounted ivory stocks, terminating in a silver helmet.

Carresin is a "chemists only" line — and here is the only sales channel blocked. In despair Ken reached for his gun* "Stop Ken!" we cried. "Tell the chemists once more about Carresin". Looking the pharmaceutical profession keenly in the eye Ken said "We don't want you to order a couple of gross of Carresin—but please put three bottles on your shelves from the wholesaler!"

New mothers WANT Carresin for use at nappy change—to control bowel bacteria on the skin (those which cause gastro-enteritis) to prevent nappy rash, to remove bowel soil. Don't you feel that you owe it to your customers—the new mothers—to have Carresin when they ask for it?

CARRESIN LIMITED
P.O. BOX 19,
READING, BERKSHIRE

PEOPLE

Mr R. L. Allison, a graduate in pharmacy from Sunderland Polytechnic, has been awarded the Michaels prize of the Institute of Pharmacy Management for his thesis on "National Health Service Remuneration for the Chemist Contractor." The prize donated by Dr I. Michaels is awarded annually by the Institute to encourage the interest of pharmacy students in pharmacy management studies.

Dr William Anderson, reader in the department of pharmaceutical technology at Strathclyde University, has been appointed to the chair of pharmaceutical technology at the university.

Dr Anderson, 43, studied at the Royal College of Science and Technology (now Strathclyde University) and Glasgow University, where he graduated BSc in 1952 with first class honours in pharmacy.

In 1956 he was awarded a PhD by Glasgow University.

Mr Thomas F. Hassett, MPSI, North Main Street, Wexford, was elected chairman at the inaugural meeting of the South Eastern Health Board, which was held recently at County Hall, Wexford.

Mr T. J. Cook, director and company secretary of Firmenich & Co, has retired after 36 years in the organisation. He and Mrs Cook plan to settle in Malta.

Professor R. F. Timoney, Dean of the College of Pharmacy, Dublin has recently been appointed a member of the Irish National Committee for Chemistry in the Royal Irish Academy.

Deaths

Haynes: On December 25, 1970, Alderman Alfred Beaumont Haynes, aged 80. Mr Haynes qualified as a pharmacist in 1912 and was in business at Station Approach, Broadstone, Poole, Dorset for many years until his retirement in 1968.

A member of Poole borough council from 1936, he was sheriff in 1940-1 and mayor in 1949, the year in which he was also elected to the status of alderman.

Lock: Recently, Mr Arthur Gordon Lock, MPS, 145A

Humberston Avenue, Humberston, Grimsby, Lincs, aged 69. Mr Lock qualified in 1922 and went into business in Grimsby in 1923, opening additional shops there and a branch in Louth. In 1964 the Grimsby shops were acquired by the Stanley Weston Group and a Hull firm took over the Louth shop, which still bears his name. He was a past-chairman of Grimsby Pharmacists' Association, a former town councillor and an active member for many years of the local chamber and of the National Chamber of Trade.

NEWS IN BRIEF

□ The JIC salary recommended for pharmacists in their second year after registration is £1,550 for London and £1,500 for Provincial. The table published last week (p 18) should be amended.

□ The Bristol-based company of Ferris & Co Ltd are celebrating their bi-centenary with an illustrated booklet giving a short history of the company and its present role as a wholly owned subsidiary of BDH Chemicals Ltd.

□ At November 17, 1970 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, compared with 143.0 at October 20, 1970.

□ The Dangerous Drugs (Amendment) Regulations 1970 (published as SI 1970 No. 2004), requires that from last Friday (January 1) all dealings in Dangerous Drugs must be carried out in terms of the metric system. The metric equivalent of an imperial measure will be taken to be the appropriate equivalent prescribed by the Weights and Measures (Equivalents for dealing with drugs) Regulations 1970.

□ The Office of Health Economics' latest report "Off Sick" proposes two means of combating the increasing amount of working time lost through sickness absence. They are the encouragement of occupational health schemes and, where possible, transferring responsibility for administering national insurance sickness benefit schemes to employers. Copies available from the Office of Health Economics, 162 Regent Street, London W1R 6DD (Price 3s, 15p).

THE XRAYSER COLUMN

Songs of travel

Give to me the life I love, sang Robert Louis Stevenson, with something about "Wealth I seek not, hope nor love, nor a friend to know me; all I seek, the heaven above, and the road below me." I know that, as is made clear in your article on page 20, we now have the Representative and no longer the traveller. And the road below him is now below the chassis of a car, and not below the soles of his shoes.

I have known many in a fairly long career, and like some of those interviewed by the writer of your special feature. I have noticed the frequency of change of face. Time was when, until the war upset a well-ordered pattern, the man was the firm and representative in every sense of the word. I well recall a patriarchal figure, complete with tall hat, who arrived in state on foot, while an enormous hamper of samples was being conveyed on a wheelbarrow by an undersized porter who must have been stronger than he looked. The triumphal progress through the city streets must have taken some considerable time, for I kept seeing the double act in various quarters — the tall-hatted gentleman enjoying his cigar in his stately pacing of the pavements and the minion following at a discreet distance pushing his heavy cargo.

These was an authority about his type which appears to be lacking today although it must be remembered that I was young — as young as most of today's representatives, and the age pattern has been reversed. There was another who bore a striking resemblance to General Smuts and, indeed, I am not sure that it was not the great man himself who was filling in spare time on a visit to this country.

The firm and the man

The man was the firm and the firm the man, and one was given the impression that if the warehouse did not fulfil with the greatest accuracy the instructions of their representative there would be the father and mother of all rows, yet, strangely enough, though the order was taken in pencil in a note-book, errors were non-existent.

Today's representative produces an order-book resembling a full sheet of *The Times*, and proceeds to insert half-a-dozen sheets of carbon paper. Even the regular finds some difficulty, for the products keep changing their place on the sheet, and a, b and c have been relegated to the foot of the column, to have their place occupied by x, y and z. And while you watch the skilled work and the dexterity of its writer, you are conscious of a sinking feeling, for you know that a copy of that very document will come into your hands with the goods themselves and unpacking and checking will provide intellectual exercise for some time to come. But times have changed and never again shall we see the travellers I have been discussing. I am glad I knew them. They seemed to radiate "there's the life for a man like me, there's the life for ever."

New Year Greetings

It is pleasant to open a new year with good wishes from your correspondent, L. L. Herbert, who says that if, after changes in prices — upwards — I sell at the new prices, then I should "shut up about such matters." The point I was making was the unusual repayment of tax to manufacturers in the case of Ribena, and my main complaint was of the removal of tax from medicines which have, after all, not been purchased voluntarily by me, but to meet prescription demand under the National Health Service. Such products should be returnable for credit and reissued without tax.

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Lixia with blackcurrant

Nicholas Products have brought out a blackcurrant-flavour version of Lixia cold relief, which they launched last autumn. It has the same active ingredients as the lemon and honey formulation — aspirin 650 mg, phenylephrine hydrochloride 10 mg, ascorbic acid 60 mg, sodium citrate 300 mg in each sachet.

Each purple-coloured pack (4s, £0.20) contains five single-dose sachets. A display unit to take both formulations will be available. (Nicholas Products Ltd, Slough, Bucks.)

Three-day cold treatment

Phillips Laboratories have added a three-day cold and influenza treatment to their Coldrex range.

Each pack (8s 6d; £0.42½) comprises a folding card in three sections, one for each day of the duration of a cold, and containing three sachets of Hot Lemon Coldrex for bedtime use, and 18 Coldrex tablets for use during the day. Available in green and yellow counter unit holding six packs. (Phillips Laboratories Ltd, 2 St. Mark's Hill, Surbiton, Surrey.)

Cosmetics and toiletries

Addition to Satura range

Satura cleansing cream, an addition to Dorothy Gray's Satura moisturising range, is being introduced with a free January offer. Customers buying a 15s 9d size of Satura moisture cream will receive the cleansing cream free.

A panel containing 12 units of each product costs £4 10s exclusive of tax. Individual retail price is 15s 9d (£0.79). A backing showcard is available. (Dorothy Gray Ltd, Marshall Road, Hampden Park, Eastbourne, Sussex.)

Foods

Canned meals for the elderly

Heinz are introducing a range of economically-priced canned ready-meals, primarily intended for the elderly.

The meals, known as Dinner for One, have been developed by the newly-formed



special foods division of Heinz and are designed to provide an individual portion suitable for the first course of the day's main meal. They are packed in 7¼ oz cans (2s; £0.10).

Initially four varieties of the heat and serve meals will be available: Steak and kidney and vegetable, lamb and vegetable, Irish stew, and beef and vegetable. They contain no artificial colourings, preservatives or flavourings, but are fortified with added vegetable protein (textured soya) and contain vitamins B₁ and B₂, iron and calcium. (H. J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex.)

Veterinary

Live fowl-pest vaccine

Supplies of Newcastle disease vaccine (living) manufactured to standards set by the Wellcome Research Laboratories in Beckenham are now available to the poultry industry in Britain from Burroughs Wellcome & Co, veterinary division, Berkhamsted, Herts.

The price of the new vaccine is expected to scale down from 0.5d per dose to 0.25d according to quantity purchased. These prices show a substantial saving in cost to the broiler industry and will reduce labour charges compared with the inactivated or dead vaccine.

The vaccine is manufactured by Impstoffwerk Friesoythe in West Germany, a company which is part of the Wellcome Foundation Ltd.

TRADE NEWS

Ilford stop direct accounts

On January 4 Ilford Ltd discontinued direct accounts for photographic goods with retail pharmacists. The company say that the needs of pharmacists who handle photographic materials can best be served by national wholesalers. A list of approved wholesalers of Ilford products can be obtained on request to Ilford Ltd, Photo Products Sales Division, Ilford, Essex. Telephone 01-478 3000.

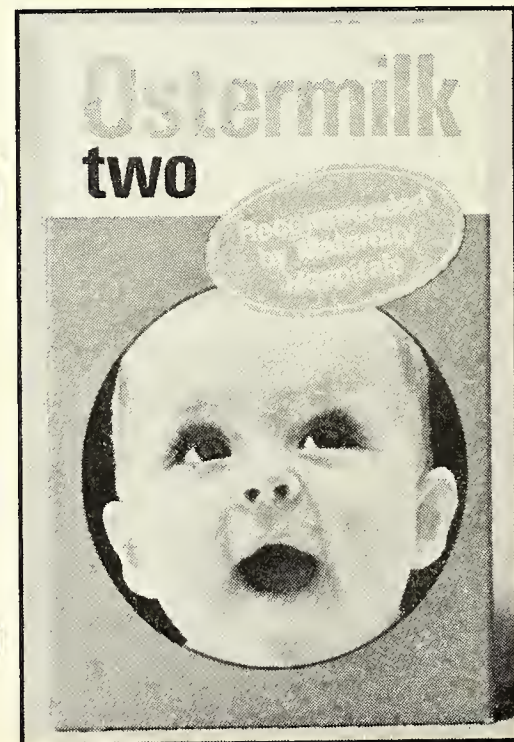
Numotac identification

Future supplies of Numotac tablets will be coded with the letters NT on the face and the name RIKER on the reverse, state Riker Laboratories, Morley Street, Loughborough, Leicestershire LE11 1EP. Because of production difficulties it was not possible to stamp earlier batches of tablets. In all other respects, Numotac bronchodilator tablets remain unchanged.

Telephone change

H. & T. Kirby & Co Ltd, Mildenhall, Bury St. Edmunds, Suffolk, announce that their telephone number is now changed to Mildenhall 3227 (STD 0638 71 3227).

A re-styled 1 lb pack has been introduced for Ostermilk Two by Glaxo Laboratories Ltd, Greenford, Middlesex. The baby profile illustration has been replaced with an appealing full-face picture as used in current advertising and display items. A different, livelier blue is used as the background colour, but the red flash "Recommended by Maternity Hospitals" is retained.



Eye antibiotic reintroduced

Lederle Laboratories, Bush House, Aldwych, London, WC2 4PU, have reintroduced to the UK market Achromycin ophthalmic oil suspension 1 per cent in a 6 ml dropper unit (5s 8d, £0.28). This product, as is required with all ophthalmic preparations, is packaged in a sterile form.

Discontinued products

Riker Laboratories, Morley Street, Loughborough, Leicestershire, announce that Artosin and Medihaler-bron are to be discontinued. No further supplies will be available when present wholesale stocks are exhausted. For patients who have been treated with Medihaler-bron, Riker Laboratories recommend that Medihaler-duo be prescribed as a suitable alternative.

Bencard's new allergen

Bencard, Great West Road, Brentford, Middlesex, point out that their new house dust mite allergen (last week, p 10) is available as a constituent of the Specific Desensitising Vaccine basic course. The trade price of the SDV course containing house dust mite is £10.

Bonus offers

Trentham Laboratories Ltd, Loughborough Road, Ruddington, Nottingham NG11 6LW. Medicated confectionery. 4 display outers of 36 invoiced as 3 outers.

Mavala Laboratories Ltd, Horley, Surrey. 13 to the dozen on all the company's products ordered during January. 14 to the dozen on Mini-color nail enamel, plus guaranteed credit on unsold stock.

PRESCRIPTION SPECIALITIES

SERENACE 3 mg injection

Manufacturer G. D. Searle & Co Ltd, Lane End Road, High Wycombe, Bucks

Description 1 ml amber-coloured ampoules, each containing 3 mg haloperidol in an aqueous vehicle

Indications Pre-medication for the following: general anaesthesia; obstetrics; radiological examinations such as angiograms, pneumo-encephalograms and ventriculograms; procedures such as cardiac catheterisation; eye surgery; neurolept-analgesia, used in association with potent analgesics

Dosage The normal dose is 2 mg intramuscularly. Serenace begins to act within 30 minutes of intramuscular injection, reaching its peak in one or two hours. Duration of action is around 24 hours

Precautions May potentiate the soporific effect of CNS depressants. Should be used with caution in patients with Parkinsonism.

Side effects No known toxic effects. Rare cases of extrapyramidal side effects can be controlled by the injection of an anti-Parkinsonian drug

Shelf life 3 years

Packs Boxes of 10 (trade price 30s; £1.50) and 50 (136s; £6.80)

Supply restrictions P1, S4B

Issued January 1971

PROMOTIONS

Heinz launch dinners for elderly through chemists

Heinz new Dinners for One (see opposite page) will be channelled through chemists initially.

There are a number of reasons for this, say the company, the most important being that the trade has recently shown rapid growth in the sales of baby foods. "The chemist is obviously both ready and able to sell special foods and should be able to position Dinners for One correctly in the market as products that are special, but are not a snack or, in the accepted sense, a health food."

However, if the market is as big as Heinz and health authorities think it is (there are seven million people over 65, many living alone) demand for sales through grocery outlets would almost certainly grow, they say. A launch straight into the grocery trade carries two major risks. First, that demand could be so great that even Heinz, with all its facilities, might have difficulty in meeting it. Secondly, as this is a sensitive market, the products "might not initially adapt to the hard-selling supermarket technique; in which case not only would Heinz perhaps lose a good commercial opportunity, but an important social need would remain unfulfilled for a long time to come."

Dinners for One have developed because local welfare authorities have repeatedly stressed the need for a specially nutritious, easy-to-prepare meal — mainly for the elderly, but probably having wider appeal, particularly among people of all ages who live alone.

Mr Rodney Martin, the Heinz general product manager responsible for infant and special foods, says that market research has shown that there is no certainty that such a product will be a profitable investment in the near future, although it could be very worthwhile in the long-term. The company has, however, opted "to do what is needed, rather than what is immediately profitable." It has had to face up to a "real dilemma."

At Gifts Fair

Andre Philippe will be exhibiting at the 22nd International Gift Fair at Blackpool a complete new range of gift packs with particular emphasis on new Bubble Bath Unicorns, continental style bottles and the Bubble Bottle bubble bath. The Fair is to be held January 31 to February 4 at the Blackpool Winter Gardens.

Consumer offers

□ Two 30-cc jars, one Almay Deep Mist cream cleanser and one Deep Mist moisture cream packed with a full size bottle of Deep Mist skin tonic at 16s (£0.80) against the usual price 13s (£0.65) for the skin tonic alone. (Almay Cosmetics, 9a New Bond Street, London W1.)

**Factor's Queen sizes**

Max Factor are introducing four "Queen" sizes of Satin Flow, Skin Freshener, Moisturising lotion for hands and body and Sheer Genius. In each case "Queen" size means more than double the normal amount is offered at a special price:

The following are the recommended prices: Satin Flow (9s 7d; £0.48); Skin freshener (10s 9d; £0.54); Moisturising lotion for hands and body (12s; £0.60); Sheer Genius, available in Tempting Touch, Candle Glow, Fair Dawn and Gay Whisper (9s; £0.45).

Available until original stocks are exhausted. (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP.)

Miss Ambre Solaire final

L'Oreal's search to find Miss Ambre Solaire 1971 ends on January 18, when the final is held at the Top Rank Suite, Croydon. A panel of judges — all personalities from the television world — will make the choice.

Besides seeing Miss Ambre Solaire 1971 chosen, spectators will be entertained by a top cabaret, followed by dancing. Tickets are available from L'Oreal representatives or the Croydon Top Rank Suite, price 10s. (L'Oreal, Berkeley Square House, Berkeley Square, London W1A 1BX.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Andrews liver salt: All except U, E

Askit: Sc

Beecham's powders: All areas

Beecham's powders + hot lemon: All areas

Beecham's tablets: All areas

Buttercup syrup: Lc, Y, NE

Cabdrivers adult linctus: Y

Hedex: All except U, E, CI

Iron Jelloids: WW, NE

Milk of Magnesia tablets: Lc, Y, Sc, NE, B, G

Phensic: All except E, CI

Setlers: Ln, Lc, Y, Sc, WW, NE, A, U, G, E

Trufood baby milk (humanised): M, Lc, Y, So

Venos: All areas

Vosene: All areas

Yeast Vite: M, Lc, Y, Sc, WW, NE, G

NOTES ON NEW MEDICAMENTS

Orap

Chemistry: 1-(1-(4,4-bis(*p*-fluorophenyl)butyl)-4-piperidyl)-2-benzimidazolone; approved name pimozide. This is the first of a new series of long-acting psychotropic drugs, the diphenylbutylpiperidines, which are unrelated chemically to the phenothiazines and butyrophenones currently in use.

Pimozide is introduced as a specific agent for the control of schizophrenia, and is said to be virtually free from the extrapyramidal, hypnotic and autonomic effects of other drugs used in this disease. This, together with the long duration of action which makes once-daily oral dosage usually sufficient, suggests that pimozide will be helpful in assisting rehabilitation programmes for schizophrenics.

Effectiveness of the drug has been shown to be comparable, orally, with that of fluphenazine. But pimozide is not suitable for the emergency treatment of mania, psychomotor hyperactivity, etc., as these symptoms are not relieved.

EEG measurements have indicated that there is increased cortical activation with pimozide, as compared with a suggested decreased cortical hyperactivation with phenothiazines. In maintenance therapy, which has to be long-term to prevent relapses, drug defaulting must be minimised.

Calmurid

Although the antiseptic properties of urea have been known for many years, the mild keratolytic properties of the drug have attracted little attention, and Calmurid represents an attempt to exploit those keratin-dispersing properties in the treatment of ichthyosis.

The condition may vary widely in severity, from an unusually dry state of the skin to a distressing condition characterised by hard, fish-like scales. These hyperkeratotic conditions are due to a metabolic defect which causes an overproduction of keratin and appears to be associated with a reduced ability of the skin to retain a sufficient amount of water.

There is evidence that certain low-molecular weight substances present in the horny layers of the skin are concerned with water retention, and that excessive keratin can interfere with that function. Urea can disperse epidermal keratin, and as such keratinised cells are shed under the influence of urea, the water-binding capacity of the skin is restored. With this restoration of the water content of the skin, both xeroderma, or mild dryness of the skin, and ichthyosis, the fish-scale condition, are relieved.

Anafranil

Chemistry: 3-chloro-5-(3-dimethylamino-propyl)-10,11-dihydro-5H-dibenz [b,f] azepine hydrochloride. This compound, also

known as clomipramine, differs chemically from imipramine only by the addition of a chlorine atom in the 3-position.

The drug has the basic properties of the tricyclic antidepressants, but halogenation is claimed to increase and extend the range and potency, and the compound can be used in all types of depression.

The relative potency of a psychotherapeutic drug is difficult to quantify, but inhibition of the uptake of serotonin by blood platelets has been used as an indirect measurement of antidepressant activity. There is evidence that the active transport and take up of serotonin is a physiologically important factor in the disposal of this adrenergic transmitter, and it is considered by some workers that imipramine exerts its antidepressant action by a similar inhibition of the uptake of noradrenaline by nerve endings in the central nervous system.

On that basis, clomipramine appears to be a more potent compound than related antidepressants, and clinically occupies a place between amitriptyline and imipramine. When an immediate effect is required the drug may be given by intravenous injection, and the results achieved have in some cases been comparable with those following electro-convulsant therapy, but without the unpleasant sequelae.

Chlorination of the imipramine molecule has had little influence on the general side effects, and clomipramine has the anticholinergic properties common to the tricyclic antidepressants.

Myelobromol

Constituent: 1,6-dibromo-1,6-di-deoxy-*D*-mannitol; mitobronitol. The drug is one of a series of brominated polyhydric compounds examined for possible cytostatic properties.

The two main groups of cytostatic drugs are the alkylating agents and the antimetabolites. The alkylating agents attack biologically-important radicals such as carboxyl, hydroxyl and phosphate, as well as the essential nucleic acid, and bring about structural changes in the chromosomes. The antimetabolites interfere with the normal metabolism of the cell.

Mitobronitol resembles in some ways the alkylating agent busulphan, which has a selective action on the myeloid cells by removing thiol groups from polypeptides and proteins, and it is of interest to note that the drug may act as an epoxide, a type of drug represented by ethoglucid. Epoxides also have a cytostatic effect, and the necessary epoxide structure could be formed in the body by enzymatic fission of the mitobronitol molecule.

The drug also has some antimetabolic properties, as experimentally it has been shown to produce a reversible lowering of the glycogen content of the liver, although it has little effect on lipid metabolism.

Mitobronitol may thus represent a transitional structure between the alkylating agents and the antimetabolites, and its extended period of action appears to be linked with the degree of plasma binding, as it loses its alkylating groups more slowly than analogous compounds. Therapeutically, the drug is of value chiefly in myeloid leukaemia, as the main

effect is that of inhibiting the formation of granulocytes. It has less effect on lymphocytes, and is of no value in lymphoid leukaemia.

Serc

Chemistry: 2-2'-methylamino-ethyl-pyridine dihydrochloride; betahistine.

The drug is an analogue of histamine (aminoethyl-imidazole) and is introduced for the treatment of Ménière's disease. That disease is associated with disturbances of the microcirculation of the inner ear, and it is considered by some authorities that histamine, possibly formed locally in the tissues by enzymatic decarboxylation of histidine, plays an important part in controlling the tone of this microcirculation.

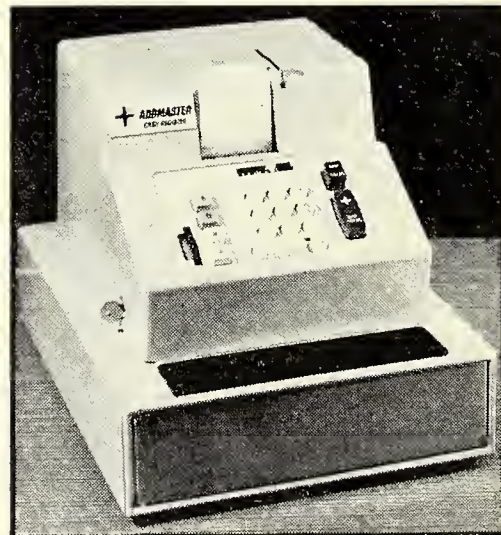
On that basis, attempts have been made to use histamine therapeutically for Ménière's disease, but without any great success. Histamine is not effective orally, and the marked systemic effects that follow parenteral use limit its clinical value.

Betahistine is a synthetic which is active orally, is free from the severe systemic effects of the older drug, yet resembles histamine qualitatively in its action on the microcirculation. It should be remembered that histamine increases production of gastric acid, and is also a powerful bronchoconstrictor. Pending wider clinical experience, betahistine should be given with good care to asthmatic patients, or to those with a history of peptic ulcer.

Equipment

Two new Addmasters

The Addmaster D500 cash register, recently introduced to the UK market, retails at £99 10s. and provides daily total records of retailer takings, breaks down four main areas of customer spending and provides receipts. Its self contained



security system locks in tallyrolls though allows immediate sub-totalling at any time for close control of daily business.

New also is the Addmaster Combi electric machine selling at £69 10s. Both are available from 168a Church Road, Mitcham, Surrey.



ORBISAN

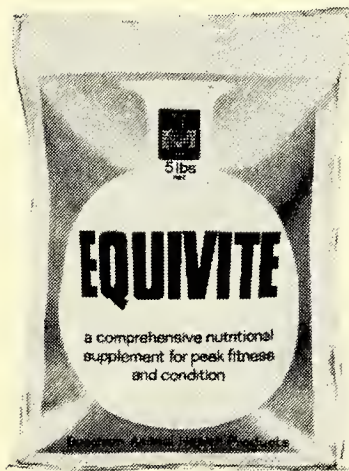
Teat Dip and Udder Wash

Orbisan is an iodophor containing a specially processed natural wool-grease of high lanolin content. At the recommended dilutions it will destroy the organisms associated with bovine mastitis.

Orbisan is indicated for routine use in the control of mastitis and as an aid in the prevention and healing of cracked and sore teats.

The presence of specially processed natural wool-grease will assist in maintaining the healthy condition of the teats, as well as protecting the milkers' hands.

Orbisan is available in cartons of 2 x 2 gallons (plus free teat cups).



EQUIVITE

Equivite is a palatable and comprehensive nutritional supplement designed to supply those factors most likely to be absent or deficient in the diet.

Breeding, lactating, racing and other active horses.

3 ozs. per day.

Foals and resting horses.

1-1½ ozs. per day.

Equivite is available in cartons of 10 x 5 lb. bags.



SUPPLEVITE

Vitamin E feed supplement containing dl-α-tocopheryl acetate, equivalent to 20,000 International Units per lb. in a protein base.

Vitamin E is an essential nutrient which will assist in improving and maintaining fertility as well as helping to achieve peak fitness and condition. It is particularly recommended for horses, greyhounds and mink.

Supplevite is available in 5 lb. pails.

Price list and further information from:



Beecham Animal Health Products

Beecham House, Brentford, Middlesex.

Telephone: 01-560 5151

Last year we offered to help

The offer still stands.

We're still promoting sales with our new range of merchandising packs.

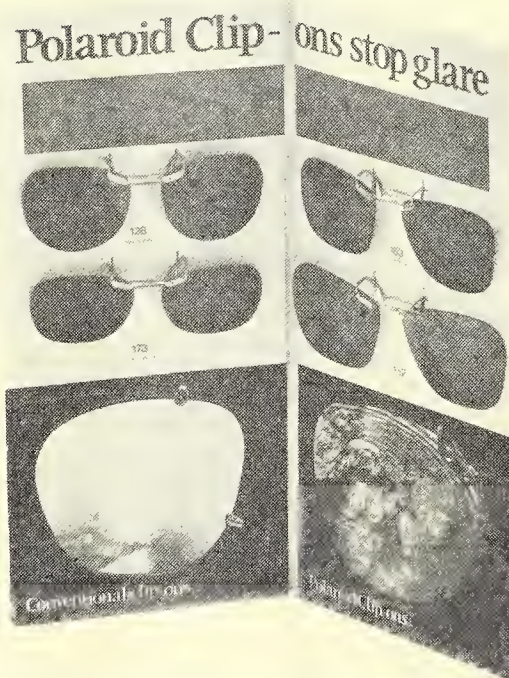
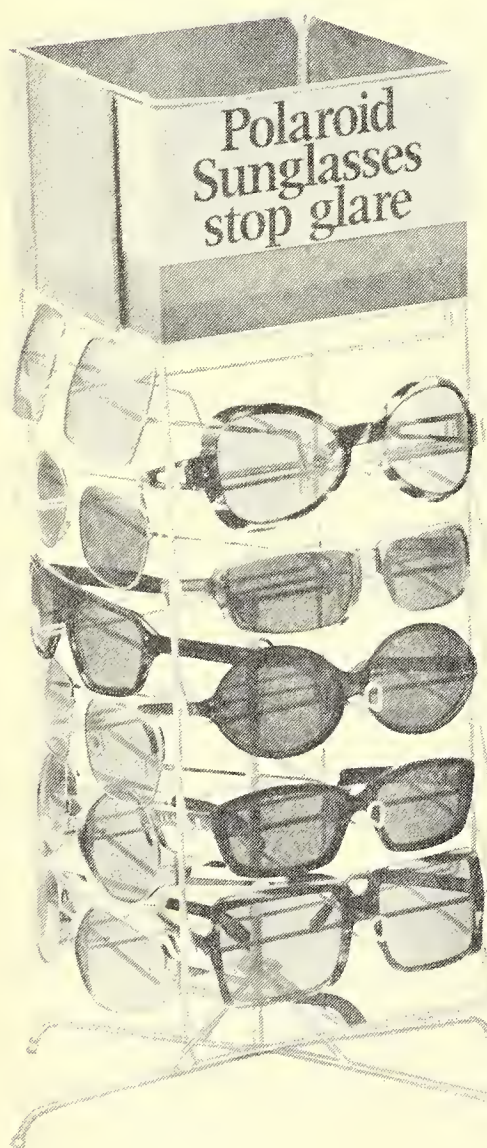
And we're still giving you a display stand with each one.

They still take half the work out of selling.

So you're still free to look after the other half.

Taking the money.

Polaroid Sunglasses.



20C Pack : This is just for clip-ons. The folding display card comes with a selection of 20 clip-ons. Cost £23.06. Profit £11.29.

90 Pack : The rotating wire counter stand is free when you buy the 75 sunglasses and 15 clip-ons. Cost £147.51. Profit £72.79.



WEEKLY CHANGES AND ADDITIONS

to December Quarterly Price List



ALBION
Milk
and Sulphur
Skin Soap

NEW PACK
1/9 RETAIL
NOW BEING
NATIONALLY
ADVERTISED

Retail prices are given per dozen unless otherwise stated. Bold upright figures (2 9) in the retail columns indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. A = Price advanced. R = Price Reduced. ● = New entry. D = Delete. C = Correction. / = Insert.

	Trade	PT	Retail			
			£.p	s	d	
Hands (1227 THP) existing entry						
Hands (671 Jeyes)						
disinfectant 200ml	0.98		0.10	2	0	
340ml	1.30		0.14	2	10	
570ml	1.99		0.21½	4	4	
p.v.c. 570ml	2.04		0.22	4	5	
ctal (1599 Winthrop)						
pulv. pro mist 150g	—		—	—	—	D
ctifresh (1535 Phillips)						
(distributors 903 NPU)						
irwick (671 Jeyes)						
"all day" bottle	2.16		0.22½	4	6	
refill	1.80		0.19	3	10	
aerosols						
alpine mist, fly killer,						
lilac time, spring	1.65		0.18	3	7	
time mist	2.18		0.22	4	5	
moth proofer						
berto-Culver (1437 ACC)						
Get Set hair spray						
303g	2.64	A	0.43	8	7	
ka Cold (843 ML) Harlec hand West areas only						
tablets 10	1.395	B	0.19½	3	11	
lenbury's (34 A & H)						
malt extract 1lb	2.88		0.32	6	4	
2lb	5.31		0.59	11	10	
with c.i.o. 1lb	2.88		0.32	6	4	
2lb	5.31		0.59	11	10	
mevax (208 BW)						
rubella vaccine						
ampoule 1	1.06ea		1.59	31	9	
3	2.60ea		3.90	78	0	
phosyl (1178 Stafford)						
lotion 250ml	11.70	B	1.80	36	0	D
225ml						
nadin (655 ICC) Lancs area only						
cold treatment						
powders (5)	1.34	B	0.19½	3	11	
anase (1080 Rorer)						
anase (324 Crookes)						
napax (1053 Rexall)						
junior aspirin						
ndy (1392 TT)						
sleeping gloves	2.94	D	0.40	8	0	
ndyettes (1392 TT)						
household gloves	4.46	D	0.61	12	3	
ntiperiodic (211 Butler)						
gua Manda (532 Goya)						
fragrance spray	3.18	A	0.54	10	10	
after shave	2.59	A	0.44	8	10	
ikit (69 Askit)						
powders						
trade box 30x3	0.825	B	3 for	0.05		
70						
tablets 20	0.835	B	0.12½	2	6	D
18						
pellin (1023 Radiol)						
aspirin spirit liniment						
100ml	2.65		0.33	6	7	
450ml	0.63ea		0.94	18	10	
21	2.65ea		3.95	79	0	
pro (893 Nicholas)						
tablets soluble 8	0.485	B	0.06½	1	3	
rena (1480 Izal)						
path crystals 16oz	1.20	A	0.10	2	0	
rrton (78 AS & Co)						
oney (clear or set)						
special blend 1lb	1.25		0.15	3	0	
1lb	2.10		0.25	5	0	
enicillin VK mixture						
enicillin VK elixir						
blets (485 Fulford)	0.90	B	0.14	2	10	
by Life (1499 BLP)						
erry squares muslin						

	Trade	PT	Retail			
			£.p	s	d	
Babytown (1554 BL)						
fluffy puffs	0.60		—	—	—	
muslin squares						
24x24 (12)	1.45		—	—	—	
terry squares						
24x24 (12)	2.00		—	—	—	
luxury (12)	2.20		—	—	—	
Ballet (702 KC)						
25 case rate minimum order direct						
toilet tissue twin roll 1.48 (2 doz)	0.06		1	3		
Barret (485 Fulford)						
Swiss hand treatment						
large 3.50	A	0.60	12	0		
Benzac (1335 Wigglesworth)†						
tablets 15	0.75	B	0.12½	2	6	
40	1.50	B	0.25	5	0	
Betadine (878 Napp)						
ointment 25g	2.40		0.27	5	4	
Betnelan (518 Glaxo)						
ampoules						D
Bilax (485 Fulford)						
50 pills	1.10	B	0.17	3	5	
Biatergic (972 Pharmax)						
detergent 2k	1.54ea		—	—	—	
20k	13.20ea		—	—	—	
50k	28.87ea		—	—	—	
Bisks (1530 Fisons)						
chocolate digestive	2.72	C	0.34	6	10	
water biscuits 4oz	1.70		0.17½	3	6	
7½oz	2.47		0.25	5	1	
15oz	4.33		0.45	8	11	
Bisma Calna (211 Butler)						
cream 500ml						D
Bradilan (878 Napp)						
tablets 50	8.30	B	1.25	25	0	
250	37.50	B	5.62	112	4	
Breck (1509 C of GB)						
baby shampoo						
Bronnley (194 Bronnley)						
soap turtle oil						D
toilet 0642			0.13	2	7	
bath 0643			0.22	4	5	
Brovolin (878 Napp)						
cough syrup 150ml	0.27ea	B	0.48	9	7	
Brown (878 Napp)						
pressurised complete						
754B	6.60		0.78	15	8	
Bu-To (128 Biometica)						
with D.I.A. 100g	3.25	A	0.53	10	6	
Buxton (1323 Westmacott)						
rubbing bottle	1.15	B	0.17½	3	6	
1.75	B	0.26	5	3		
Calavite (228 Carlton)						
tablets 30	0.15ea		0.20	4	0	
100	0.40ea		0.65	10	8	
1000	3.25ea		4.33½	86	8	
C.A.M. (1091 Rybar)						
150ml	1.80	B	0.28	5	7	
Camoquin (938 PD)						
tablets 3 and 1000	—	—	—	—	—	D
C.A.P. (211 Butler)						D
Carbonet (1155 S & N)						
non-adherent dressings						
3½ x 3½ x 10 CT4	1.86		0.22	4	5	
30 CT3	3.215		0.38	7	7	
7½ in x 4 yd strip CT2	5.78		0.68½	13	8	
Carnation (339 CG)						
callous caps	0.854	B	0.13½	2	8	
corn caps	1.85	B	0.11½	2	4	
(2½ doz)	0.962	B	0.15	3	0	
corn paint	1.125	B	0.17½	3	6	
foot powder						
Carresin (553 HC)						D
Carresin (293 Cowper)						
germicide liquid						
120cc	—		0.19	3	10	

DUAL PRICING

Retail prices in this supplement are quoted in both decimal currency and £sd to help users prepare for D-day, February 15, 1971.

Column 1: Trade price in decimal currency per dozen.

Column 2: Purchase tax rate code. A=55 per cent; B=36½ per cent; C=22 per cent; D=13¾ per cent.

Column 3: Retail price in decimal currency

Column 4: Retail price in £sd

	Trade	PT	Retail			
			£.p	s	d	
Caved-S (1237 Tillott)						
tablets 60	1.025ea		1.37½	27	6	
240	3.75ea		5.00	100	0	
600	8.22ea		—	—	—	
C. B's (1335 Wigglesworth) existing entry						D
C. Bs (1335 Wigglesworth)						
colts foot bronchials	0.55	B	0.09	1	9	
1.20	B	0.19	3	9		
Cecil Wood (1323 Westmacott)						
head powders	1.55	B	0.22½	4	6	
tablets	0.70	B	0.10	2	0	I
influenza powders	1.00	B	0.15	3	0	
2.40	B	0.34	6	9		
tablets	1.00	B	0.15	3	0	I
nerve powders	1.55	B	0.22½	4	6	
Celbenin (1393 BRL) existing entry						D
Celbenin (1393 BRL) TS						
vials 1g 10	103.4ea		—	—	—	I
Celtex (1164 55L)						
sanitary towels						
super soft 12	1.445		0.14½	2	11	
18	2.03		0.21	4	2	
30	3.24		0.33½	6	8	
Certor (785 Macdonald)						
bandage triangular						
unbleached 51x36	1.195		—	—	—	
cellulose tissue 16oz	3.40		—	—	—	
cellulose wadding 16oz	2.05		—	—	—	
cotton wool absorbent						
1oz	0.535		0.06½	1	4	
2oz	0.89		0.11	2	2	
4oz	1.50		0.17½	3	6	
16oz	5.05		0.56	11	2	
hospital quality 1oz	0.47		0.06	1	2	
2oz	0.74		0.08½	1	8	
4oz	1.215		0.14	2	9	
8oz	2.34		0.27	5	5	
16oz	3.90		0.43	8	7	
cotton wool pleats						
50g	0.525		0.06	1	3	
200g	1.20		0.14	2	10	
gauze ribbon sterilised						
1in x 6yd	0.66		—	—	—	
1in x 12yd	1.085		—	—	—	
1in x 6yd	0.775		—	—	—	
1in x 12yd	1.295		—	—	—	

the most versatile digitalis glycoside

LANOXIN brand DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



	Trade	PT	Retail		
			£.p	s	d
non-sterilised					
1/2 in x 6 yd	0.61				
1 in x 6 yd	0.725				
gauze swabs					
3 in x 3 in—8ply 5	0.40				
gauze tissue BPC 4oz	1.74				
16oz	6.00				
lint boric					
1oz	0.87	0.11	2	2	
2oz	1.50	0.18 1/2	3	8	
4oz	2.775	0.31	6	3	
16oz	10.15	1.09	21	9	
plain					
1oz	0.825	0.10	2	0	
2oz	1.45	0.17 1/2	3	6	
4oz	2.65	0.29	5	10	
16oz	9.60	1.06	21	3	
multiple pk. dressings					
No. 1	2.435				
No. 2	4.96				
Chiefs (702 KC)					
25 case rate minimum order direct					
handkerchiefs 3-ply	1.26	D	0.03	7	
Chloromycetin (938 PD)					
topical 10% (vet.)					D
Cleen-O-Pine (1037 Reckitt)					
standard	0.12ea	0.15	3	0	
economy	0.17ea	0.21	4	3	
Codasphen (878 Napp) †DDI					
tablets 12	0.90	B	0.33	0.14	
Coltapaste (1155 S & N)					
zinc & coal tar bandage BPC					
3 1/2 x 6 yd	2.206		0.26	5	2
Combestril (295 CM & R)					
tablets 100					D
Comet (810 Maw)					
hair cutter Regal					
88008	4.625	B	0.87 1/2	17	6
Compactoid (339 CG)					
first aid outfits					
A162	0.225ea	0.34	6	10	
A159	0.875ea	1.31	26	2	
A158	1.45ea	2.18	43	7	
A161, A160, A55					D
Condy's (1556 Farillon)					
fluid 125ml	0.725	B	0.11	2	3
Coopers (200 B & P)					
diabetic products					
dessert fruit tins 8oz	1.34	0.14	2	10	
19oz	2.68	0.28	5	7	
7oz	1.63	0.17	3	5	
jellies	7oz	1.54	0.16	3	3
marmalades	15oz	2.49	0.26	5	3
preserves	7oz	1.63	0.17	3	5
15oz	2.78	0.29	5	9	
Cortacream (1155 S & N)					
bandage					
3 1/2 x 1 yd	0.3301	5.03	0.59 1/2	11	11
3 1/2 x 2 yd	0.3300	6.175	0.73	14	7
Cow & Gate (307 C & G)					D
cereal food					
Crescent (318 CP)					
eyelash grower	2.63	A	0.47	9	6
nail cosmetic small	1.20	A	0.25	5	0
hair restorer trial	0.90	A	0.20	4	0
medium	1.80	A	0.36	7	3
large	3.00	A	0.56	11	3
Crookes (324 Crookes)					
Comfort haemorrhoidal tissues 10	1.44	0.17	3	5	
Cutex (256 CPL)					
oily polish remover					
27 and 76g					D
40 and 82cc					I
Cutipen (485 Fulford)					
complete	1.69	A	0.29	5	10
refill	1.17	A	0.20	4	0
DCL (377 DCL)					
malt extract					
1lb	1.85				
2lb	3.45				
with c.l.o.					
1lb	1.90				
2lb	3.55				
butterscotch flavour					
1lb	1.90				
2lb	3.55				
with orange juice					
1lb	2.15				
yeast tablets					
100	1.75				
1000	1.20ea				
Decaf (883 Nestle) existing entry					D
Decaf (883 Nestle) 2oz					
(2 doz)	4.84				
4oz	9.28				
(2 doz)					
Deffamene (973 Pharmitalia) T5					
lotion 20ml	0.33ea				
ointment 50g	0.68ea				
Delafine (1480 Izal)					
bath crystals					
22oz	0.65	A	0.11	2	2
46oz	1.18	A	0.20	4	0
17oz	0.88	A	0.15	3	0
salts					
Delfen (922 Ortho)					
cream with applicator					D
Delsey (702 KC)					
25 case rate minimum order direct					
facial tissues 150	1.95	D	0.10	2	8
(2 doz)					
man size 100	2.23	D	0.12	2	11
(2 doz)					
toilet tissue twin roll	2.25		0.11	2	11
(2 doz)					
flat pack twin	1.77		0.09	1	9
(2 doz)					

	Trade	PT	Retail		
			£.p	s	d
Dentosine (339 CG)					
100ml	1.60	B	0.25	5	0
Dentyrbleach (907 Oakes)					
aerosol	0.99	B	0.15	3	0
Dethlac (506 Gerhardt)					
1gal	2.40		0.27	5	5
Dethmor (506 Gerhardt)					D
5 concentrate					
4oz	2.40		0.30	6	0
1lb	6.24		0.78	15	7
7lb	2.67ea		4.00	80	0
28lb	9.00ea		13.50	270	0
56lb	16.67ea		25.00	500	0
plus bait					
1lb	1.68		0.21	4	2
3lb	3.84		0.48	9	7
7lb	0.64ea		0.96	19	2
28lb	1.80ea		2.70	54	0
56lb	3.33ea		5.00	100	0
Dexten (894 Nicholas)					D
Dextrosol (200 B & P)					
tablets					
single	3.46		0.06	1	3
double	(6doz)		3.16	0.11	2
(3doz)					3
Dijex (147 Boots)					
tablets 300	0.78ea	B			
250					D
Dispello (78 A5 & Co)					D
Di-Thoxin (506 Gerhardt)					
rat bait					
3-bait	0.08ea		0.12	2	5
10-bait	0.20ea		0.30	6	0
50-bait	0.83ea		1.25	25	0
150-bait	1.26ea		1.90	38	0
250-bait	1.93ea		2.90	58	0
Doan's (485 Fulford)					
ointment	1.10	B	0.17	3	5
pills	1.07	B	0.16	3	3
	2.10	B	0.32	6	5
	3.23	B	0.49	9	10
Easifix (1160 Solport)					
finger stalls leather					
small	0.60		0.07	1	6
medium	0.61		0.07	1	6
large	0.66		0.08	1	7
ex. large	0.70		0.09	1	9
ex. ex. large	0.75		0.09	1	10
simulated leather					
small	0.45		0.05	1	1
medium	0.47		0.06	1	2
large	0.48		0.06	1	3
ex. large	0.50		0.06	1	3
ex. ex. large	0.51		0.07	1	4

PURCHASE TAX

A = 55% C = 22%
B = 36 1/2% D = 13 1/2%

Efcortelan-N (518 Glaxo)					D
cream					D
ointment					D
EG (1246 TYE)					
formula					
6oz	2.40		0.30	6	0
12oz	3.60		0.45	9	0
tablets					
300	1.20		0.16	3	3
1000	3.25		0.39 1/2	7	11
Elastocrepe (1155 S & N)					
cotton crepe bandages BPC					
2 1/2 x 5 yd stretched					
3025	1.775		0.21	4	2
3003	2.115		0.25	5	0
3004	2.79		0.33	6	7
Elastoplast (1155 S & N)					
airstrip	7922	2.01	0.24	4	9
unitpacks					
100—1 1/2 x 2 1/2	7950	5.425	0.64	12	10
100—2 1/2 x 2 1/2	7951	7.23	0.85 1/2	17	1
50—1 1/2 x 1 1/2	7952	3.89	0.46	9	2
50—2 1/2 x 1 1/2	7953	5.61	0.66	13	3
50—3 x 2 1/2	7954	4.31	0.51	10	2
50—2 x 3	7956	8.655	1.02 1/2	20	6
wound dressing BPC					
W.M.P. 50—3 1/2 x 2 1/2	18.02		2.13	42	7
bandage BPC unstretched					
2in x 3yd	1002	2.54	0.30	6	0
2 1/2in x 3yd	10025	3.13	0.37	7	5
3in x 3yd	1003	3.72	0.44	8	9
4in x 3yd	1004	4.78	0.56 1/2	11	4
boil dressings	4119	0.55	0.08	1	8
dressing strip 3 x 1yd	4003	1.905	0.22 1/2	4	6
first aid dressing					
4122	2.01		0.24	4	9
invisible	8121	1.35	0.16	3	2
ventilated/washable					
9120	0.85		0.10	2	0
9121	1.35		0.16	3	2
waterproof	7120	0.85	0.10	2	0
7121	1.35		0.16	3	2
first aid dressings					
individually wrapped					
and sterilised					
1 1/2 x 3/4 in x 100	11200	4.575	0.54	10	10
2 1/2 x 3/4 in x 100	11300	5.84	0.69	13	10
3 x 3/4 in x 100	11400	7.23	0.85 1/2	17	1
1 1/2 x 1 1/2 in x 100	11500	6.885	0.81	16	3

		Trade	PT	Retail		
		£.p		£.p	s	d
1½ × 2½ in × 100	11600	9.69		1.14½	22	11
2 × 3 in × 100	11700	14.30		1.69	33	10
waterproof						
1½ × ¾ in × 100	12200	4.575		0.54	10	10
2½ × ¾ in × 100	12300	5.825		0.69	13	9
3 × ¾ in × 100	12400	7.23		0.85½	17	1
1½ × 1½ in × 100	12500	6.885		0.81	16	3
1½ × 2½ in × 100	12600	9.69		1.14½	22	11
2 × 3 in × 100	12700	14.30		1.69	33	10
airstrip						
1½ × ¾ in × 100	14200	6.885		0.81	16	3
2½ × ¾ in × 100	14300	8.655		1.02½	20	6
3 × ¾ in × 100	14400	10.915		1.29	25	10
1½ × 1½ in × 100	14500	10.145		1.20	24	0
1½ × 2½ in × 100	14600	14.76		1.74½	34	11
2 × 3 in × 100	14700	21.56		2.55	51	0
first aid strip	7165	0.28		0.03½		8
plaster BPC						
1 in × 1 yd	1111	0.72		0.08½	1	8
2 in × 1 yd	1212	1.10		0.13	2	7
1 in × 3 yd	1001	1.48		0.17½	3	6
plastic strapping						
waterproof						
1 in × 1 yd	7011	0.59		0.07	1	5
1 in × 3 yd	7001	1.02		0.12	2	5
2 in × 3 yd	7002	1.465		0.17	3	5
wound dressing						
standard BPC						
2 × 3 in × 3	4713	0.425		0.05	1	0
Elastoweb (1155 5 & N)						
stretched 3 × 6/7 yd		8.12		0.96	19	2
Elinahar (1457 E)						
antiphones (6 pair)		0.16ea		0.24	4	9
Emko (506 Gerhardt)						
(distributors 366 DR & A)						
vaginal foam kit refill						
45g	7.08			0.79	15	10
90g	12.60			1.43	28	7
Eucarbon (1556 Farillon)						
tablets 100	3.00	B		0.46½	9	4
Eupinal (339 CG)						
100ml	1.79	B		0.28	5	7
200ml	3.20	B		0.50	10	0
2l	2.00ea			—	—	—
1l	—			—	—	—
Eversharp (366 RD & A)						
Eversharp (1377 R & A)						
Eylure (443 Eylure)						
eyelashes						
ticklers	3.40	A		0.57½	11	6
whispers	3.40	A		0.57½	11	6
eye make-up remover						
pads	1.55	A		0.26	5	3
nail polish remover						
pads	1.405	A		0.24	4	9
Famel (690 Keldon)						
syrup †DD1 small	1.51	B		0.21	4	3
large	2.305	B		0.32½	6	6
family	3.99	B		0.56	11	3
Fiesta (981 Picot)						
eau de toilette 42cc	4.68	A		0.80	16	0
84cc	8.16	A		1.40	28	0
perfume miniature	2.64	A		0.45	9	0
1 oz	4.68	A		0.80	16	0
1½ oz	8.16	A		1.40	28	0
1 oz	26.88	A		4.60	92	0
Findlays (1283 Violiv)						
solvent	1.06	B		0.15	3	0
Fresh'n Dainty (506 Gerhardt)						
(distributors 1377 R & A)						
deodorant liquid	2.10	A		0.35	8	0
spray	2.28	A		0.38	7	7
fleur de lis spray	1.86	A		0.30	6	0
powder	1.38	A		0.23	4	7
tissues	0.90	A		0.14	2	10
economy pack	2.58	A		0.40	8	0
Gala of London (876 MP)						
eye catchers 1GL8	4.20	A		0.75	15	0
eyelashes						
lower lashes 1GJ5	4.20	A		0.75	15	0
after bath lotion						
1GK5	4.20	A		0.75	15	0
azure cleaner 1GE9	3.75	A		0.67	13	5
moisture 1GFI	4.03	A		0.72	14	5
toner 1GEI	3.75	A		0.67	13	5
Barely There 1GB8	2.63	A		0.47	9	5
bath milk 1GK7	6.29	B		0.99	19	10
blush stroke 1GE2	2.63	B		0.47	9	5
cake liner 1GC3	2.63	A		0.47	9	5
Colour Up 1GDB	3.47	A		0.62	12	5

		Trade		PT	Retail		
		£·p			£·p	s	d
Jeyes (671 Jeyes)							
air freshener blocks (Whiz)		1.42			0.05	1	0
		(3 doz)					
fluid	284ml	1.02			0.10½	2	1
	570ml	1.61			0.17	3	5
	1140ml	2.94			0.31	6	2
	1gal	0.78ea			0.96	19	3
	5gal	3.34ea			3.94	78	10
Freshbin powder							
	680g	1.07			0.10½	2	1
toilet flats							
	soft single	1.84			0.07	1	5
		(3 doz)					
	babysoft single	1.53			0.05½	1	1
		(3 doz)					
	double	1.46			0.11	2	2
		(1½ doz)					
	manilla single	2.27			0.08½	1	8
		(3 doz)					
	double	2.09			0.14½	2	11
		(1½ doz)					
toilet rolls							
	babysoft twin	2.08			0.14½	2	11
		(1½ doz)					
	manilla	2.28			0.08½	1	8
		(3 doz)					
toilet fittings							
	porcelain white	6.32	D		0.72½	14	6
	coloured	0.78ea	D		1.08	21	7
	plastic	—			—	—	D
Jeypine (671 Jeyes)							
disinfectant							
	200ml	0.98			0.10	2	0
	340ml	1.30			0.14	2	10
	570ml	1.99			0.21½	4	4
	1gal	0.80ea			0.97½	19	6
	5gal	3.53ea			4.41	88	3
Kinidin Durules (68 Astra)							
tablets	250	10.08ea			15.11	302	3
Kleenex (702 KC)							
25 case rate minimum		order	direct				
kitchen towels		1.77	D		0.10	2	0
		(2doz)					
	twin pack	2.61	D		0.19	3	9
		(1½ doz)					
	pretty patterns	2.61	D		0.19	3	9
		(1½ doz)					
	holders	2.65	D		0.10	2	0
		(4doz)					
tissues Silk Soft							
	boutique	2.21	D		0.14½	2	11
		(2 doz)					
	handy	3.20	D		0.07½	1	6
		(6 doz)					
	regular	3.65	D		0.13½	2	8
		(4 doz)					
		2.21	D		0.14½	2	11
		(2 doz)					
	pocket pack	1.84	D		0.02		5
		(1 gross)					
	for men	2.51	D		0.16	3	2
Kompo (1329 White)							
liquid	4oz	1.15	B		0.17	3	5
Kotex (702 KC)							
25 case rate minimum		order	direct				
sanitary towels							
	size 0	2.07			0.11	2	3
		(2doz)					
	size 1	3.45			0.07	1	5
		(6doz)					
		5.15			0.14	2	10
		(4doz)					
	size 2	2.95			0.16	3	2
		(2doz)					
New Freedom							
	panties	2.95	D		0.39½	7	11
	towels	2.57			0.14	2	9
Lanalem (903 NPU)							
hand cream		1.12	A		0.19	3	10
Langdale's (728 Langdale)							
cinnamon essence		0.85	B		0.12	2	5
		2.00	B		0.27	5	5
		3.35	B		0.45	9	0
		7.25	B		0.97½	19	6
	tablets	0.85	B		0.12	2	5
		3.35	B		0.45	9	0
		7.25	B		0.97½	19	6
Largactil (971 P5MB) †s4B							
syrup 25mg/5ml							
	125ml	0.16ea			0.24	4	9
	1l	1.00ea			1.50	30	0
	2l	1.90ea			2.85	57	0
	tablets 10mg	0.12ea			0.18	3	7
		500			1.29	25	10
	25mg	0.86ea			0.27	5	5
		50			0.18ea		
		500			1.42ea	42	7
	50mg	0.32ea			0.48	9	7
		50			0.32ea		
		500			2.70ea	81	0
	100mg	0.62ea			0.93	18	7
		50			0.62ea		
		500			4.98ea	149	6
Libovax 1 (208 BW)							
poultry vaccine							
	2000 dose vial	2.89ea			3.40	68	0
	1000 dose						D
Libovax 2 (208 BW)							
poultry vaccine							
	2000 dose vial	3.44ea			4.05	81	0
	1000 dose						

	Trade	PT	Retail		
			£.p	s	d
Lilia (761 Lilia-White)					
sanitary belts	0.995	D	0.12½	2	6
towels	0.785		0.08	1	7
12	1.405		0.14	2	10
Lil-lets (761 Lilia-White)					
regular	1.21		0.12½	2	6
20	2.145		0.22½	4	6
super	1.315		0.14	2	9
20	2.39		0.25	5	0
super plus	1.44		0.15	3	0
20	2.625		0.27½	5	6
Lillies of the Valley in Bloom (981 Picot)					
perfume miniature	2.64	A	0.45	9	0
oz	4.68	A	0.80	16	0
½oz	8.16	A	1.40	28	0
1oz	26.88	A	4.60	92	0
Limmits (1552 UL)					
biscuits lemon & lime	1.99		0.22	4	5
shortcake plain	2.25		0.25	5	0
chocolate	2.165	C	0.28	5	7
Lobron (1333 WL)					
anti-smoking pastilles	5.04		0.63	12	7
Loxon (295 CM & R)					
premix 12 x 4oz	—		—	—	D
Lydrin (211 Butler)					
500ml	0.75ea		1.12½	22	6
2l	2.50ea		3.75	75	0
Maalox (1080 Rorer)					
Maalox (324 Crookes)					
Macdonald (786 Macdonald)					
household cotton wool					
4oz	0.925		0.11	2	2
100g	0.70		0.08½	1	8
200g	1.025		0.12½	2	6
400g	1.95		0.22	4	5
Mafu (506 Gerhardt)					
(distribution 1377 R & A)					
insecticide strip	10	0.30ea	0.40	8	0
40	0.60ea		0.80	16	0
Marigold (774 LR)					
house gloves					
lightweight	1.26	D	0.16	3	3
Marina (786 Macdonald)					
holdall	56	2.26	A	0.39	7 9
holdalls	No. 50	1.775	B	0.27½	5 6
No. 4					
face cloths	No. 27	0.78	D	0.11	2 2
No. 33	1.09	D	0.15	3	0
Mary Quant (876 MP)					
eye wipers	1.85	A	0.33	6	7
Mascetin (938 PD)					
Maws (810 Maw)					
baby bathcare	1.70	B	0.25	5	0
McKintol (1355 Wigglesworth)					
dandruff lotion	4oz	1.15	A	0.20	4 0
Meggeson (1333 Wh)					
dyspepsia tablets	50	0.90	B	0.14	2 9
Meggezones (1333 Wh)					
pastilles	1.00	B	0.15	3	0
Midamor (837 MSD)					
tablets 5 mg.	100	1.20ea	—	—	
Midicel (938 PD)					
tablets 4g (vet.) 5					
Milk of Magnesia (976 PL)					
liquid medium	2.06	B	0.27½	5	6
tablets carton	0.435	B	0.06	1	2
strip & tube	—		—	—	D
Milo (883 Nestle)					
8oz	1.755		0.18	3	7
16oz	3.18		0.32	6	5
Milton (1055 RM)					
antiseptic sterilising					
unit	0.415ea	B	0.625	12	6
unit and infa-care only subject to tax					
Minalka (255 Chembro)					
diet supplement					
tablets	360	21.50	1.25	25	0
(2doz)					
Miners (876 MP)					
aqua shadow	3G82	0.81	A	0.14	2 10
after shave	3G45	2.61	A	0.45	9 0
bare make-up	3G06	1.45	A	0.25	5 0
blushstick	3G88	1.45	A	0.25	5 0
darker liner	3G24	0.87	A	0.15	3 0
eyebrow pencil	3J18	0.58	A	0.10	2 0
eye brush	3G19	0.99	B	0.15	3 0
eye deal	3GA2	1.74	A	0.30	6 0
eyelashes					
fakes, extra fakes		2.03	A	0.35	7 0
round, natty, flashy,					
lower, flighty	3.19	A	0.55	11	0
eye liner cake	3G79	0.87	A	0.15	3 0
eye make-up remover					
3G64	0.99	A	0.17	3	5
eye shadow applicator	0.99	A	0.15	3	0
eye shiner frosted					
3G65	1.45	A	0.25	5	0
face fixers	3GB1	1.45	A	0.25	5 0
face shiner	3G01	0.99	A	0.17	3 5
face wash	3GC3	1.12	A	0.17	3 5
Glo	3G03	1.34	A	0.23	4 7
hair colour shampoo					
3G38	1.34	B	0.23	4	7
hair lacquer spray					
refill	3G35	0.70	A	0.12	2 5
sachet	3A36	0.35	A	0.06	1 3
remover shampoo					
3G41	0.66	B	0.10	2	0

	Trade	PT	Retail		
			£.p	s	d
hair spray aerosol					
3GB7	1.37	A	0.22	4	5
3GB6	0.93	A	0.15	3	0
lip shiner	3G12	0.87	A	0.15	3 0
lipsticks	3JA9	0.70	A	0.12	2 5
swivel	3JA8	1.22	A	0.21	4 3
make-up stick	3G74	1.45	A	0.25	5 0
mascara block	3G30	0.87	A	0.15	3 0
brush-on	3G25	1.45	A	0.25	5 0
run-proof	3G51	1.45	A	0.25	5 0
autobrush	3J26	1.45	A	0.25	5 0
refill	3J27	0.99	A	0.17	3 5
Lash-on-new	3J67	1.74	A	0.30	6 0
refill	3J68	1.28	A	0.22	4 5
mat shadow stick					
3J21	0.87	A	0.15	3	0
nail lacquer					
3G62	0.81	A	0.14	2	10
frosted	3G54	1.34	A	0.23	4 7
fruit drops	3GC2	0.70	A	0.12	2 5
remover	3G16	0.75	A	0.13	2 7
Panda Eyes	3GB9	1.80	A	0.32	6 5
Pop (lip) stick	3J09	0.70	A	0.12	2 5
3J57	1.22	A	0.21	4	3
powder shadow					
3J22	0.87	A	0.15	3	0
Quick clean					
3GC4	0.99	A	0.17	3	5
Rosy Cheeks rouge					
3G80	0.99	A	0.17	3	5
shadow stick frosted					
3J96	0.99	A	0.17	3	5
shiny liner					
3G60	1.45	A	0.25	5	0
Smoothie					
3G02	1.34	A	0.23	4	7
sun scene					
3GB4	1.45	A	0.25	5	0
super liner					
3J17	0.99	A	0.17	3	5
Tingle					
3G49	0.99	A	0.17	3	5
Take Care					
3GB3	0.85	A	0.15	3	0
tricktan					
3GB5	1.34	A	0.23	4	7
Wild 5kin perfume					
3J75	0.87	A	0.15	3	0
3G71	2.61	A	0.45	9	0
Mistol (255 Chembro)					
drops plain	1.15	B	0.17	3	5
with ephedrine	1.15	B	0.17	3	5
aqueous	1.15	B	0.17	3	5
mist squeeze bottle	1.15	B	0.17	3	5
Moduretic (837 MSD) †54B					
tablets	100	3.15ea	—	—	
Musterole (255 Chembro)					
4.03	B	0.20	4	0	
(3 doz)					

PURCHASE TAX

A = 55% C = 22%
B = 36½% D = 13½%

Myelobromol (117 BPL)					
tablets 125mg	50	3.75ea	B	7.00	140 0
Nature Boy (849 MML)					
foot exercise sandals	1.83	pr	2.75	55	0
Nature Child (849 MML)					
foot exercise sandals					
flat wood soled	1.32	pr	1.99	39	10
low wedge heel	1.32	pr	1.99	39	10
low square heel					
(11-1)	1.43	pr	2.15	43	0
(2-5)	1.49	pr	2.25	45	0
low wedge heel					
5abot	1.66	pr	2.49	49	10
Nature Girl (849 MML)					
foot exercise sandals					
low wedge heel	1.66	pr	2.49	49	10
high square heel	1.83	pr	2.75	55	0
high wedge heel	1.83	pr	2.75	55	0
wedge heel 5abot	2.33	pr	3.49	69	10
flexible sandals					
low wedge heel	1.83	prD	2.99	59	10
Neo-Cytamen (518 Glaxo)					
veterinary ampoules					
'250' 10 ml					D
Neomin (518 Glaxo)					
elixir					D
Nescafe (883 Nestle)					
sachets	72	4.275	—	—	
(2 doz)					
1oz	8.16	—	—	—	
(8 doz)					
2oz	7.815	—	—	—	
(4 doz)					
4oz	7.31	—	—	—	
(2 doz)					
8oz	6.975	—	—	—	
(1 doz)					
2oz	4.84	—	—	—	
(2 doz)					
9.28	—	—	—	—	
(2 doz)					
Nilstim (1568 Trentham)					
tablets	250	1.00ea	1.50	30	0
No-del (1091 Rybar)					
1oz	1.50	B	0.24	4	10
Nohaesa (221 Camden)					
suppositories	50	—	—	—	D
Norinyl-1 (1584 Syntex)					
tablets multi-pack	6 x 21	1.72ea	2.58	51	6
Nosmo (78 AS & Co)					D

		Trade	PT	Retail		
				£.p	s	d
Nujol (255 Chembro)						
small		1.54	B	0.23	4 7	
large		2.69	B	0.40	8 0	
Nurse Webster's (904 NW)						
complexion milk		—	A	0.87½	17 6	
depilatory aerosol		—	A	1.05	21 0	
face pack		—	A	0.80	16 0	
Lan-o-lash		—	A	0.42½	8 6	
Lan-o-nail		—	A	0.42½	8 6	
night cream		—	A	0.87½	17 6	
orange skin food		—	A	0.87½	17 6	
super cleansing cream		—	A	0.70	14 0	
Nutrinail (485 Fulford)						
complete		1.69	A	0.29	5 10	
refill		1.17	A	0.20	4 0	
Okasa (325 C-A)						
tonic tablets	48	7.20		0.90	18 0	
	96	11.935		1.49	29 10	
	288	30.00		3.75	75 0	
Omnipid (656 IFA)						
foot cushions	pair	7.37		0.89	17 10	
renewal bandage		1.49		0.18	3 7	
shoe cushion						
	ladies pair	10.35		1.25	25 0	
	gent's	12.30		1.50	30 0	
Opas (1335 Wigglesworth)						
powder						
	2oz	0.525	B	0.09	1 9	
	4oz	0.90	B	0.15	3 0	
	8oz	1.425	B	0.24	4 9	
tablets	33	0.66	B	0.11	2 2	
	66	1.08	B	0.17½	3 6	
	99	1.56	B	0.26	5 2	
Optone (690 Keldon)						
eye drops	small	1.745	B	0.24½	4 11	
Optrex (690 Keldon)						
eye lotion	small	1.51	B	0.21	4 3	
	large	2.13	B	0.30	6 0	
	family	3.905	B	0.55	11 0	
	with bath	1.625	B	0.23	4 7	
ointment		1.20	B	0.15	3 0	
lens cloth		0.565		0.07	1 5	
Orap (666 Janssen)						
tablets 2mg	100	4.30ea				
	500	20.30ea				
Orderlies (1053 Rexall)						
Outdoor Girl (876 MP)						
Aqua Shadow 2JD4		0.87	A	0.15	3 0	
Blush-a-bye-Baby						
	2GD8	2.03	A	0.35	7 0	
body lotion	2GE6	1.45	A	0.25	5 0	
bubble bath	2GE8	2.30	B	0.35	7 0	
Dewy Centres		2.03	A	0.35	7 0	
eye brush	2J19	0.99	B	0.15	3 0	
eye colour collection		2.15	A	0.37	7 5	
eyelashes						
Superlash, Partylash,						
Featherlash, More-						
lash Batwings, lower						
lashes, underlash		3.43	A	0.59	11 10	
Bambi		3.72	A	0.64	12 10	
adhesive	2G92	1.05	A	0.18	3 7	
eye lustre liner	2G63	1.45	A	0.25	5 0	
eyeliner	2J55	0.87	A	0.15	3 0	
eye make-up remover						
pads	2A58	1.05	A	0.18	3 7	
eye pencil	2J22	0.87	A	0.15	3 0	
luxury	2J23	1.45	A	0.25	5 0	
eye shadow brush						
	2GD6	1.19	A	0.18	3 7	
eye shadow pressed		0.87	A	0.15	3 0	
brush-on	2G31	1.45	A	0.25	5 0	
stick	2J21	0.87	A	0.15	3 0	
goldrush stick	2J95	0.87	A	0.15	3 0	
eye shadower	2J86	1.19	B	0.18	3 7	
finger nails	2G93	2.90	A	0.50	10 0	
polish remover	2G99	0.58	A	0.10	2 0	
Finishing Touch						
	2GD7	2.03	A	0.35	7 0	
Glow on	2JA4	0.87	A	0.15	3 0	
Golden Girl						
double cleanse		2.03	A	0.35	7 0	
double cream		2.03	A	0.35	7 0	
double life		2.03	A	0.35	7 0	
Perfect Touch		1.74	A	0.30	6 0	
powder loose		1.16	A	0.20	4 0	
Shimmer Shadows		1.45	A	0.25	5 0	
Silk Finish	2GA2	1.34	A	0.23	4 7	
Touch of Colour		1.74	A	0.30	6 0	
hair lacquer refill						
	2G37	0.58	A	0.10	2 0	
hair spray	3G39	0.93	A	0.15	3 0	
	2GD9	1.50	A	0.24	4 10	
hand cream	2GA9	0.58	A	0.10	2 0	
lipstick						
New Trend	2J11	0.75	A	0.13	2 7	
large	2J12	1.34	A	0.23	4 7	
Pearly	2J13	1.34	A	0.23	4 7	
	2J14	0.75	A	0.13	2 7	
Gold Rush	2JD2	0.75	A	0.13	2 7	
	5J94	1.34	A	0.23	4 7	
liquid shadow						
pearly	2G70	1.45	A	0.25	5 0	
Magic Touch	2G05	1.34	A	0.23	4 7	
mascara block	2G24	0.87	A	0.15	3 0	
liquid	2G65	1.45	A	0.25	5 0	
fibre	2G27	1.16	A	0.20	4 0	

	Trade	PT	Retail			
			£.p	s	d	
ush Curl-on 2132	1.45	A	0.25	5	0	
refill 2JA7	0.87	A	0.15	3	0	
arvelash 2G28	2.03	A	0.35	7	0	
refill 2G29	1.45	A	0.25	5	0	
isture cream 2G47	1.45	A	0.25	5	0	
il hardener 2GC1	1.16	A	0.20	4	0	
il polish 2G59	0.87	A	0.15	3	0	
uper whipped 2G60	1.45	A	0.25	5	0	
emover 2G18	0.75	A	0.13	2	7	
er 30 cream 2G47	1.45	A	0.25	5	0	
uge dry 2G07	0.87	A	0.15	3	0	
k Touch 2G03	1.05	A	0.18	3	7	
in perfume 2GE3	2.85	A	0.49	9	10	
arryeyes 2G33	1.45	A	0.25	5	0	
n sheen 2GD1	1.74	A	0.30	6	0	
cum 2GE4	1.45	A	0.25	5	0	
nfastic 2G49	1.45	A	0.25	5	0	
nfastic 2G62	2.32	A	0.40	8	0	
tal Finish 2G56	1.45	A	0.25	5	0	
di (1073 Robinson)	3.416		0.40	8	0	
ment 3.634			0.42	8	6	
ex. large 1.067			0.13	2	8	
ppy liners 1.166			0.12	2	6	
ppy rolls disposable 1.125			0.12	2	5	
ds 30 3.15			0.34	6	9	
ds 10 1.20			0.13	2	7	
ats (981 Picot)	4.68	A	0.80	16	0	
u de toilette 84cc 8.16	A	1.40	28	0		
rfume miniature 2.64	A	0.45	9	0		
oz 4.68	A	0.80	16	0		
oz 8.16	A	1.40	28	0		
oz 26.88	A	4.60	92	0		
aleve (1335 Wigglesworth)	1.30		0.16	3	3	
xir 56ml						
114ml						D
ets (690 Keldon)	0.79		0.09	1	9	
plets 10						
re-Davis (938 PD)						
ccines						
catarrh 1ml and 25ml						D
zone (671 Jeyes) existing entry						D
zone (671 Jeyes)						I
570ml 0.655		0.07	1	5		
11 0.94		0.09	1	11		
Igal 0.315ea		0.40	8	0		
icillin-V-Lilly (413 Lilly) TS						
assium syrup 100ml	0.23ea		0.34	6	9	
60ml						D
suspension paediatric 60ml						D
ostam (208 BV) ts1 100ml	4.70ea	7.05	141	0		
onna (964 Personna)						
ades double edge						
atinum (5) 2.455	B	0.23	4	7		
injector (5) 2.455	B	0.23	4	7		
(20pkts)						
lips (978 PYP)						
nic yeast tablets 50 0.90		0.10	2	0		
150 1.98		0.22	4	5		
300 3.15		0.35	7	0		
oz (78 A5 & Co)						D
(878 Napp) ts4b						
essurised inhalant 6.60		0.78	15	8		
Plus (878 Napp) ts4b						
essurised inhalant 8.10		0.96	19	3		
Piper (506 Gerhardt)	0.72		0.09	1	10	
r mice 1.20		0.15	3	0		
anol (1599 Winthrop)						D
plets 2mg 1000						D
5mg 1000						D
rbactrin (218 Calmic) T5						
rosol pack large 2.25ea		3.37	67	6		
rcare (721 LC)						
stant conditioner 0.91	A	0.15	3	0		
rset (721 LC)						
ttles 78cc 1.59	A	0.26	5	3		
tar (1191 Stiefel)						
ollieent 230ml 8.50		1.06	21	3		
ds (256 CPL)						
cream tube 1.58	A	0.25	5	0		
ers (992 P & C)						
stilles catarrh 1.01	B	0.15	3	1		
ceptin (922 Ortho)						D
th applicator						
e's (1005 Price)						
ght lights						
entinel 8-hour 10 4.55						I
(3 doz)						
molut depot (1479 SCL)						D
mpoules 125 mg						
dan (485 Fulford)						
ir treatment 2.18	B	0.34	6	10		
pa PH (1545 Vestric)						
tion 165ml 3.00	B	0.46	9	3		
alude (1080 Rorer)						D
alude (324 Crookes)						I
io-malt (179 BDH)						
jar 1lb 2.60		0.29	5	9		
2lb 4.45		0.49	9	11		

	Trade	PT	Retail			
			£.p	s	d	
Radox (893 Nicholas)						
bath salts Bouquet,	1.11	A	0.17	3	5	
Pine, Cologne	1.725	A	0.26	5	4	
liquid bath 2.10	B	0.29	5	10		
Reducine (1410 Reducine)						
canine 36g	0.23ea	B	0.43	8	7	I
42g						D
salve 36g	0.19ea	B	0.35	6	11	I
42g						D
Rendells (1045 R)						
peasaries 6	2.025		0.16	3	3	
(1 1/2 doz)						
12 3.96		0.30	6	0		
(1 1/2 doz)						
Revlon (1052 Revlon)						
Moon Drops			1.55	31	0	
demi softfoam						
Rexsol (1053 Rexall)						
sunburn lotion	3.00	B	0.47	9	6	
suntan cream 1.68	A	0.29	5	9		
lotion 2.76	A	0.47	9	6		
oil 2.76	A	0.47	9	6		
spray 2.76	A	0.47	9	6		D
Ricotiv (211 Butler)						
Rinoxin (506 Gerhardt)						
concentrate 4oz	2.64		0.33	6	7	
1lb 7.68		0.96	19	2		
7lb 3.80ea		5.70	114	0		
28lb 14.00ea		21.00	420	0		
56lb 26.67ea		40.00	800	0		
readimix 1lb	2.16		0.27	5	5	
3lb 4.80		0.60	12	0		
7lb 0.80ea		1.20	24	0		
28lb 2.56ea		3.84	76	10		
56lb 4.80ea		7.20	144	0		
Sanibriefs (339 CG)						
small, med or large	3.225	D	0.41	8	4	
outsize 3.97	D	0.51	10	3		
Sanilav (671 Jeyes)						
440g 0.96		0.10	2	0		
770g 1.58		0.16	3	3		
Sanipants (339 CG)						
small, med or large	3.325	D	0.43	8	7	
outsize 4.375	D	0.52	10	6		
Sanoid (339 CG)						
baby cream 1.279	B	0.20	4	0		
powder 114g	0.91	B	0.14	2	10	
270g 1.60	B	0.25	5	0		
pants 1.00		0.12	2	6		
dusting powder 0.891	A	0.15	3	1		
first aid outfits A45	0.416ea		0.63	12	7	
sports A103	3.625ea		5.44	108	10	
refill A103R	2.70ea		4.05	81	0	
sports A85M	4.00ea		6.00	120	0	
works I-10						
A135W 3.10ea						
A135R 1.275ea						
works I-50						
A136W 4.375ea						
A136R 2.45ea						
works over 50						
A137W 6.125ea						
A137R 4.35ea						
transport A151M						
refill A151R						
office, shops and railway premises						
A12 0.75ea		1.13	22	6		
A12R 0.675ea						
A13 1.35ea		2.03	40	7		
A13R 1.237ea						
A14 3.175ea		4.76	95	3		
A14R 1.375ea						
A15 3.437ea		5.15	103	0		
A15R 2.237ea						
A16 4.40ea		6.60	132	0		
A16R 2.237ea						
A17 6.25		9.38	187	6		
A17R 3.650ea						
farms outfit A A20	0.787ea		1.18	23	7	
refill A20R	0.625ea		0.96	19	2	
outfit B A21	1.175ea		1.76	35	3	
refill A21R	1.05ea		1.58	31	6	
leo-colostomy bags						
sealed one end						
12 x 5 0.408						
18 x 5 0.437						
12 x 4 0.383						
18 x 4 0.408						
sealed both ends						
12 x 5 0.437						
12 x 4 0.408						
18 x 5 0.462						
18 x 4 0.437						
sponge bag 0.758		0.11	2	3		
Schacht (1220 CT)						
ileostomy appliance 2.24ea		2.80	56	0		
colostomy appliance 2.08ea		2.60	52	0		
spares						
elastic belt 0.44ea		0.55	11	0		
foam sponge ring 0.08ea		0.10	2	0		
plastic flange ring 0.40ea		0.50	10	0		
plastic locking ring 0.40ea		0.50	10	0		
polythene bags						
colostomy 100 0.68ea		0.85	17	0		
ileostomy 100 0.84ea		1.05	21	0		

		Trade	PT	Retail		
				£.p	s	d
Scrubs (671 Jeyes)‡						
ammonia		1.22		0.13	2 7	
Selto (1125 Selto)						
dental salt	55g	0.95	B	0.14	2 9	
	83g	1.30	B	0.19	3 10	
Seven Seas (176 BCLO)						
(distributors 810 Maw)						
Sheridans (1580 Sheridan)						
theatrical cold cream		3.00		0.37½	7 6	
Silcot (786 Macdonald)						
sanitary towels wool						
size 0	12	1.315		0.14	2 10	
1	6	0.81		0.09	1 9	
1	12	1.475		0.16	3 2	
2	12	1.705		0.18½	3 8	
3	12	1.94		0.21	4 2	
4	12	2.325		0.25	5 0	
soluble						
size 1	6	0.76		0.08	1 7	
	12	1.32		0.14	2 9	
Silsan (786 Macdonald)						
sanitary towels						
size 1	6	0.74		0.08	1 7	
	12	1.325		0.14	2 10	
2	12	1.52		0.16	3 3	
soluble						
size 1	6	0.76		0.08	1 7	
	12	1.32		0.14	2 9	
Skels (1152 SK)						
diabetic chocolate						
bar						
plain, milk, hazel-nut		1.12	C	0.07½	1 6	
		(2 doz)				
Sleek (1155 S & N)						
plastic strapping						
1 × 2½yd	5K12X	0.76		0.09	1 10	
1 × 5yd	5K15	1.285		0.15½	3 1	
2 × 5yd	5K25	2.115		0.25	5 0	
3 × 5yd	5K35	2.79		0.34	6 9	
Sno-Drops (786 Macdonald)						
cotton wool balls	50	0.60		0.07½	1 6	
Somnos (837 M5D)						
elixir	100ml	1.00	B	0.15½	3 1	
Spillers (1172 Spillers)						
Kattomeat	handy	2.17	C	0.06½	1 4	
		(4doz)		(4doz)		
Kennomeat	handy	2.17	C	0.06½	1 4	
		(4doz)		(4doz)		
	large	2.07	C	0.12½	2 6	
		(2doz)		(2doz)		
Stag (1053 Rexall)						
shampoo						
spin top deodorant						
Stemetil (971 P5MB)†s4B						
syrup	125ml	0.20ea		0.30	6 0	
forte	125ml	0.46ea		0.69	13 9	
	11	3.06ea		4.59	91 9	
tablets 5mg	250	1.26ea		1.89	37 9	
	1000	4.98ea		7.47	149 5	
25mg	50	0.70ea		1.05	21 0	
	500	6.12ea		9.18	183 7	
Suede (981 Picot)						
eau de toilette	42cc	4.68	A	0.80	16 0	
	84cc	8.16	A	1.40	28 0	
perfume miniature		3.22	A	0.55	11 0	
	½oz	5.85	A	1.00	20 0	
Suleo (671 Jeyes)						
emulsion		1.02	B	0.15	3 0	
shampoo		1.28	B	0.19	3 9	
Sure Shield (549 Guest)						
laxative fruit flavour		0.97	B	0.16	3 3	
Sweetex (751 LL)						
tablets	500	2.00		0.22	4 5	
	2000	6.65		0.73	14 7	
Syrup Pulmonaria Co (78 A5 & Co) †DD1						
dp 500ml		0.53ea		—	—	
	2l	1.50ea		—	—	
Tabloid (208 BW)						
cyclobarbitone						
200mg 100						
	500	—		—	—	
hexoestrol (vet.) 1000						
Terramycin (969 Pfizer)						
vaginal tablets						
Tetracyc-SF (969 Pfizer)						
capsules 16						
Thawpitt (1480 Izal)						
naphthalene moth						
balls		0.99		0.11	2 3	
Spotkleeners		2.70		0.15	3 0	
		(2doz)				
The Blue Train (981 Picot)						
eau de toilette	42cc	4.68	A	0.80	16 0	
	84cc	8.16	A	1.40	28 0	
perfume miniature		2.64	A	0.45	9 0	
	½oz	4.68	A	0.80	16 0	
	1oz	8.16	A	1.40	28 0	
	1oz	26.88	A	4.60	92 0	
Thermoid (339 CG)						
cream	42g	1.20	B	0.19	3 9	
Thymo Ephedrine (78 A5 & Co) †						
dp 500ml		0.55ea		—	—	
	2l	1.75ea		—	—	
Tolseram (1175 Squibb)						

	Trade	PT	Retail		
			£.p	s	d
Trasylol (452 FBA) ampoules 100,000 k.i.u. 10ml x 5	25	13.18ea	19.77	395	3
25,000 k.i.u.		59.06ea	88.59	1771	9
Travla (761 Lilia-White) compressed sanitary towels		2.64 (1gross)	0.02½		6
Trimetts (1552 UL) beefburger savouries crunch cakes turkey sandwich		2.25 1.275 1.99	0.25 0.14 0.22	5 0 2 10 4 5	
Trufood (1249 Trufood) comminuted chicken meat	110g	3.40	0.20	4	0
Tums (506 Gerhardt) (distributors 1337 R & A)					D
single roll pack		0.42	0.07	1	5
3 roll pack		1.14	0.17	3	5
carton		3.00	0.44	8	10
Ultradil (1479 SCL) TS cream plain ointment plain	50g 50g	0.60ea 0.60ea	0.90	18	0
Ung. betula and mustard green (211 Butler)					
Uniflu (1367 Unigreg) existing entry					D
Uniflu (1367 Unigreg)† tablets plus Gregovite C composite packs 12 24		0.175ea 0.31ea	0.26 0.46	5 3 9 3	
Unigest (1367 Unigreg) capsules	12	0.18ea	0.34	6	11
dp120		1.54ea			
Unioptal (117 BPL)					D
Valium (1074 Roche) †s4B ampoules 20mg/4ml	10	1.35ea	2.02½	40	6
Vibrona (400 JD & B) tonic wine bottle half bottle		9.05 4.825	0.92½ 0.50	18 6 10 0	
Viscopaste (1155 S & N) bandage BPC 3½ x 6yd P.B.7 3½ x 6yd		2.20 2.20	0.26 0.26	5 2 5 2	
Visor (78 AS & Co) tablets	20	1.20	0.19	3	10
100 & 250					D
Wander (1303 Wander) diabetic chocolate drink 1lb milk assortment chocolate bars plain, milk & nut milk		2.93 1.74	0.33 0.23	6 7 4 7	
0.97	C	0.13	2	7	I
Waymaster (999 PEC) existing entry					D
Waymaster (999 PEC) baby weigher					I
196P/PK/PD	13.55ea	D	22.14	442	10
dietary scales					
8ND/DK	1.14ea	D	1.71	34	2
personal scales					
218/2/2A/2K	3.20ea	D	5.24	104	10
618/A/K	2.74ea	D	4.48	89	7
920/A/K	1.75ea	D	2.87	57	5
820/A/K	3.60ea	D	5.88	117	8
Wellcome (208 BVV) gas - gangrene anti- toxin mixed ampoule		2.60ea	3.90	78	0
Westmacott's (1233 Westmacott) ear drops	1.15	B	0.17½	3	6
White's Dr. (761 Lilia-White) Koronet briefs pads sanitary belts towels		2.64 1.04 0.995 0	0.32½ 0.11 0.12½ 0.14	6 6 2 2 2 6 2 10	
1	1.45		0.15	3	0
2	1.65		0.17½	3	6
3	1.76		0.18½	3	8
EI	0.765		0.08	1	7
Wilkinson (1339 Wilkinson) New Sword blades 10 (25 pkts)		6.05	0.43½	8	8
Williams, Dr. (485 Fulford) pink pills		1.19 2.42	0.14 0.29	2 10 5 10	
Yaxa (366 Dendron) anti-perspirant super dry		3.21	0.52	10	5
Yestamin (1246 TYE) existing entry					D
Yestamin (1246 TYE) powder	8oz	2.20	0.27½	5	6
16oz	3.30		0.40	8	0
tablets	50	0.90	0.11	2	3
100	1.36		0.17	3	4
300	3.00		0.37½	7	6
plus paracetamol	20	1.00	0.15	3	0
50	2.20	B	0.30	6	0
Zanthine (1455 Lister) tablets		1.20	0.15	3	0

	Trade	PT	Retail		
			£.p	s	d
Zincoplast (754 Leslie) waterproof strapping					
1in x 3yd	0.87		0.10	2	0
2in x 3yd	1.53		0.18	3	7
3in x 3yd	2.14		0.25	5	0
½in x 5yd	0.80		0.09	1	10
1in x 5yd	1.25		0.15	2	11
2in x 5yd	2.10		0.25	4	11
3in x 5yd	2.80		0.33	6	6
zinc oxide plaster					
½in x 1yd	0.35		0.04		10
1in x 1yd	0.49		0.06	1	2
½in x 3yd	0.80		0.09	1	10
1in x 3yd	1.12		0.13	2	7
Zoff (1155 S & N) plaster remover	908 909	0.76 4.31	0.09 0.51	1 10 10 2	
Zopla (754 Leslie) elastic adhesive bandage					
½in x 3yd	1.04		0.12	2	5
1in x 3yd	1.44		0.17	3	4
1½in x 3yd	1.90		0.22	4	5
2in x 3yd	2.43		0.28	5	8
2½in x 3yd	2.96		0.35	6	11
3in x 3yd	3.50		0.41	8	2
4in x 3yd	4.50		0.53	10	6
elastic extension strapping					
½in x 1yd	0.43		0.05	1	0
1in x 1yd	0.67		0.08	1	7
2in x 1yd	1.03		0.12	2	5
2½in x 1yd	1.18		0.14	2	9
3in x 1yd	1.37		0.16	3	3
½in x 3yd	1.04		0.12	2	5
1in x 3yd	1.44		0.17	3	4
1½in x 3yd	1.90		0.22	4	5
2in x 3yd	2.43		0.28	5	8
2½in x 3yd	2.96		0.35	6	11
3in x 3yd	3.50		0.41	8	2
4in x 3yd	4.50		0.53	10	6
felts compressions soft very thin ½in					
½yd	—		—	—	D
1yd	1.13ea		1.57	31	6
thin ½ or ¾	1.64ea		2.29	45	10
med. ½ or ¾	—		—	—	D
½yd	2.20ea		3.08	61	7

PURCHASE TAX

B = 36½% D = 13½%
A = 55% C = 12%

thick ¾ or 1	—		—	—	D
½yd	2.75ea		3.85	77	0
semi-compressed very thin ½in	—		—	—	D
½yd	1.30ea		1.82	36	5
thin ½ or ¾	—		—	—	D
½yd	1.90ea		2.66	53	3
med. ½ or ¾	—		—	—	D
½yd	2.50ea		3.50	70	0
thick ¾ or 1	—		—	—	D
½yd	3.15ea		4.41	88	3
compressed very thin ½in	—		—	—	D
½yd	1.44ea		2.01	40	3
thin ½ or ¾	—		—	—	D
½yd	2.05ea		2.87	57	5
med. ½ or ¾	—		—	—	D
½yd	2.80ea		3.92	78	5
thick ¾ or 1	—		—	—	D
½yd	3.40ea		4.76	95	3
felts, small pieces soft or semi-compressed					
thin small 4in x 3½in	0.90		0.10	2	1
med. 4in x 3in	0.90		0.10	2	1
thick 3in x 3in	0.90		0.10	2	1
thin large 6in x 6in	1.80		0.21	4	2
med. 6in x 4½in	1.80		0.21	4	2
thick 4in x 4½in	1.80		0.21	4	2
med. unsprad	—		—	—	
4in x 3in	0.73		0.09	1	9
felt pads, soft, semi- compressed or com-					
pressed					
O.5, oval (2½ x 2½)					
thin ½	2.53		3.55	71	0
(1gross)	3.19		4.47	89	5
thick ¾	—		—	—	(1gross)
(1gross)	—		—	—	(1gross)
long oval (3½ x 2) thin ½	2.85		4.00	79	11
(1gross)	3.69		5.16	103	3
thick ¾	—		—	—	(1gross)
(1gross)	—		—	—	(1gross)
extra large oval (2½ x 1½)					
thin ½	2.20		3.08	61	7
(1gross)	2.85		4.00	79	11
thick ¾	—		—	—	(1gross)
(1gross)	—		—	—	(1gross)

	Trade	PT	Retail		
			£.p	s	d
heart shaped (2 x 1½) thin ¾	1.70		2.39	47	9
(1gross)	2.20		3.08	61	7
thick ¾ (1gross)	—		—	—	(1gross)
extra large oval (2½ x 1½)					
thin ¾	1.82		2.55	50	11
(1gross)	2.31		3.24	64	9
thick ¾ (1gross)	—		—	—	(1gross)
large oval (2½ x 1½) thin ¾	1.70		2.39	47	9
(1gross)	2.20		3.08	61	7
thick ¾ (1gross)	—		—	—	(1gross)
large round (2½in dia.) thin ¾	2.42		3.79	67	10
(1gross)	3.08		4.31	86	3
thick ¾ (1gross)	—		—	—	(1gross)
flesh foamed latex thin 1yd x 18in	1.48yd		2.07	41	5
med. 1yd x 18in	1.93yd		2.70	53	11
plain thin 1yd x 18in	1.23yd		1.72	34	4
med. 1yd x 18in	1.65yd		2.31	46	3
fleecy webblight material 16in wide 1yd	1.00ea		1.40	28	0
Foam-O-Felt thin ¾	1.60yd		2.24	44	10
med. ¾	1.93yd		2.70	53	11
mole skin 7in x 1yd 12in x 5yd	4.00		0.47	9	4
2.38ea	3.33		66	8	
Polyfoam thin ¾	1.20yd		1.68	33	7
med. ¾	1.59yd		2.23	44	6
plain thin ¾	0.86yd		1.20	24	0
med. ¾	1.31yd		1.84	36	9
Silcofoam thin 1yd x 18in	1.10yd		1.54	30	10
med. 1yd x 18in	1.46yd		2.05	41	0
thick 1yd x 18in	1.83yd		2.55	51	1
sponge rubber per yard x 18in	1.54ea		2.16	43	2
½in thick	2.04ea		2.86	57	2
1in thick	2.68ea		3.75	75	1
per ¾yd x 18in	—		—	—	
per 1yd x 18in	—		—	—	
per box 3 pieces	—		—	—	
3½in x ½ x 6in	0.30ea		0.42	8	4

CONVERSION TABLE

£p.	s.	d.	£p.	s.	d.
0.01	...	2½	0.51	...	10 2½
0.02	...	5	0.52	...	10 5
0.03	...	7½	0.53	...	10 7½
0.04	...	10	0.54	...	10 10
0.05	...	12½	0.55	...	11 0
0.06	...	15	0.56	...	11 2½
0.07	...	17½	0.57	...	11 5
0.08	...	20	0.58	...	11 7½
0.09	...	22½	0.59	...	11 10
0.10	...	25	0.60	...	12 0
0.11	...	27½	0.61	...	12 2½
0.12	...	30	0.62	...	12 5
0.13	...	32½	0.63	...	12 7½
0.14	...	35	0.64	...	12 10
0.15	...	37½	0.65	...	13 0
0.16	...	40	0.66	...	13 2½
0.17	...	42½	0.67	...	13 5
0.18	...	45	0.68	...	13 7½
0.19	...	47½	0.69	...	13 10
0.20	...	50	0.70	...	14 0
0.21	...	52½	0.71	...	14 2½
0.22	...	55	0.72	...	14 5
0.23	...	57½	0.73	...	14 7½
0.24	...	60	0.74	...	14 10
0.25	...	62½	0.75	...	15 0
0.26	...	65	0.76	...	15 2½
0.27	...	67½	0.77	...	15 5
0.28	...	70	0.78	...	15 7½
0.29	...	72½	0.79	...	15 10
0.30	...	75	0.80	...	16 0
0.31	...	77½	0.81	...	16 2½
0.32	...	80	0.82	...	16 5
0.33	...	82½	0.83	...	16 7½
0.34	...	85	0.84	...	16 10
0.35	...	87½	0.85	...	17 0
0.36	...	90	0.86	...	17 2½
0.37	...	92½	0.87	...	17 5
0.38	...	95	0.88	...	17 7½
0.39	...	97½	0.89	...	17 10
0.40	...	100	0.90	...	18 0
0.41	...	102½	0.91	...	18 2½
0.42	...	105	0.92	...	

EW from Co-Caps

IMIPRAMINE
CO-CAP 25

Imipramine

h capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	PT	Retail		
			£.p	s	d
spread per box, 3					
pieces					
in x 6in x 3in	0.26ea		0.36	7	3
ad flexible cloth					D
os 18in long					D
kinettes					
n wide	0.80ea		1.12	22	5
n foam					
n 1yd x 18in	1.25yd		1.75	35	0
d, 1yd x 18in	1.67yd		2.35	46	11
in thin 1 yd x 18in	1.07yd		1.50	29	11
med. 1 yd x 18in	1.44yd		2.01	40	3
oxide plaster					
rd x 1in	0.83		0.10	1	11
in NH5	1.04		0.12	2	5
in	1.39		0.16	3	3
in NH5	1.54		0.18	3	7
1in	2.05		0.24	4	10
2in NH5	2.59		0.30	6	0
2in	2.84		0.33	6	8
3in NH5	3.50		0.41	8	2
4in	4.13		0.48	9	8
vd x 1in	1.33		0.15	3	1
1in	1.54		0.18	3	7

	Trade	PT	Retail		
			£.p	s	d
1in	1.90		0.22	4	5
1in	2.42		0.28	5	8
1in	3.15		0.37	7	4
2in	4.10		0.48	9	7
2in	5.16		0.60	12	1
3in	5.70		0.67	13	4
4in	7.35		0.86	17	2

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

293 Cooper=James Cowper Ltd., 5 Station Road, Reading, RG1 1LG. Reading 451825.
311 C=Cox-Continental Ltd, Galen House, Artex Avenue, Rustington, Sussex. Rustington 71951.
904 NV=Nurse Webster, 4 Woodchurch Road, London, N.W.6. 01-328 4043.
1098 Sandoz=Sandoz Products Ltd., 41 Upper Grosvenor Street, London W1X 0AL. 01-629 5011.
1314 Weddel=Weddel Pharmaceuticals, 14 West Smithfield, London, EC1A 9HY. 01-248 6411.
1505 Sadler=Sadler Cosmetics Ltd., Water Lane Industrial Estate, Storrington nr. Pulborough, Sussex. Storrington 3377.

	Trade	PT	Retail		
			£.p	s	d
cake make-up	0.88	A	0.15	3	0
lash thickener mascara	1.47	A	0.25	5	0
lip and lid gloss	1.23	A	0.21	4	3
lip glow pearly	1.23	A	0.21	4	3
lipstick push up	0.88	A	0.15	3	0
twist up	1.47	A	0.25	5	0
moisturised	1.76	A	0.30	6	0
liquid make-up	0.82	A	0.14	2	9
make-up brush	2.12	B	0.33	6	7
make-up stick	1.59	A	0.27	5	5
mascara block	0.90	A	0.15	3	0
mascara original	2.18	A	0.37	7	5
mascara roll-on	0.94	A	0.16	3	3
brush-on	1.94	A	0.33	6	7
moisturised make up	1.59	A	0.27	5	5
moisturised skin food	1.76	A	0.30	6	0
nail lacquer	0.82	A	0.14	2	9
pearlised	1.06	A	0.18	3	7
frosted opal	1.94	A	0.33	6	7
remover	1.06	A	0.18	3	7
remover pads	1.06	A	0.18	3	7
nail strengthener	1.06	A	0.18	3	7
oatmeal beauty pack	1.23	A	0.21	4	3
oatmeal soap	0.90	B	0.14	2	9
pat-on translucent					
blush compact	3.24	A	0.55	11	0
perfume floral	1.47	A	0.25	5	0
Classic	2.18	A	0.37	7	5
powder puffs foam 3	1.06	A	0.18	3	7
velour 2	1.06	A	0.18	3	7
rouge compressed	0.88	A	0.15	3	0
cream	0.82	A	0.14	2	9
skin toning lotion	1.06	A	0.18	3	7
spot clearing face					
wash	1.76	A	0.30	6	0
talcum	1.06	A	0.18	3	7
translucent blush	0.94	A	0.16	3	3
violet oatmeal drum	2.18	A	0.37	7	5

Satin Flow (813 MF)					
large	2.835	A	0.48	9	7
Sheer Genius (813 MF)					
powder cream large	2.665	A	0.45	9	0
Stergene (382 Domestos)					
(1 1/2 doz)	2.193		0.14	2	9
Tabac Original (961 EGP)					D
Tabac Original (443 Eylure)					I
Transol (1154 5NP)					
solution 50ml	0.40ea		0.56	11	2
Veganin (1310 WW) tDDI					
tablets 100	0.775	B	0.12	2	5
Wella (1318 Wella)					
herbal creme rinse					
sachet	1.49	A	0.06 1/2	1	4
(4 doz)	2.27	A	0.39	7	10
bottle					
Winlam (615 H & M)					A
drench (vet.)	0.22ea	B	0.40	8	0

Stop press

Coldrex (976 PL)					
3-day treatment	3.755		0.42 1/2	8	6
Roxette (555 Haffenden)					A
rubber gloves	1.22	D	0.17	3	5
Roxy (555 Haffenden)					A
rubber gloves	1.57	D	0.22	4	5
super	1.94	D	0.27	5	5
Serenace (1121 Searle) tS4B					
ampoules 3mg/ml 10	1.50ea		2.25	45	0
50	6.80ea		10.30	204	0

THIS WEEK'S CHANGES

	Trade	PT	Retail		
			£.p	s	d
omycin (746 Lederle) T5					
thialmic oil					
suspension 6ml	0.28ea		0.42	8	5
in (1061 Riker)					D
adopa (192 Brocades) tS4B					
sules 125mg 100	1.39ea				
250mg 100	2.73ea				
500mg 100	5.34ea				
estros (382 Domestos)					A
ular	0.927		0.09	1	9
nt	1.388		0.13 1/2	2	8
x (413 Lilly)					
ets 500mg 20	7.37ea		11.06	221	3
nts (756 Lever)					A
tile soap toilet	2.784	B	0.06	1	2
(6 doz)	2.955	B	0.09 1/2	1	11
bath					
uooy (756 Lever)	3.047	B	0.06 1/2	1	4
p toilet	(6 doz)				A
bath	3.141	B	0.10	2	0
(4 doz)	2.114	B	0.13 1/2	2	8
family					
(756 Lever)	3.047	B	0.06 1/2	1	4
et soap small	(6 doz)				A
large	3.141	B	0.10	2	0
(4 doz)					
Factor (813 MF)					
nd & body lotion	3.565	A	0.60	12	0
rg					
n freshener	3.20	A	0.54	10	9
rg					
haler-bron (1061 Riker)					D
ject (615 H & M) tS4B					A
ection (vet.)					
100ml	0.40ea		0.54	10	10
500ml	0.97ea		1.30	26	0
ivet (615 H & M) tS4B					A
lets (vet)	1.12ea		1.50	30	0
olin XA (1155 S & N)					
essings					A
in x 2 in wrapped					
100	1.00ea		1.50	30	0
in x 4 in wrapped					
100	2.20ea		3.30	66	0
ivite (718 LAB)					A
amin bird seed	1.125		0.15	3	0
aine (615 H & M) tS4B					
ection (vet.)					
50ml	0.30ea		0.41	8	3
400ml	1.20ea		1.60	32	0
mel (1063 Rimmel)					A
se coat	0.82	A	0.14	2	9
auty glove hand					
ream	1.06	A	0.18	3	7

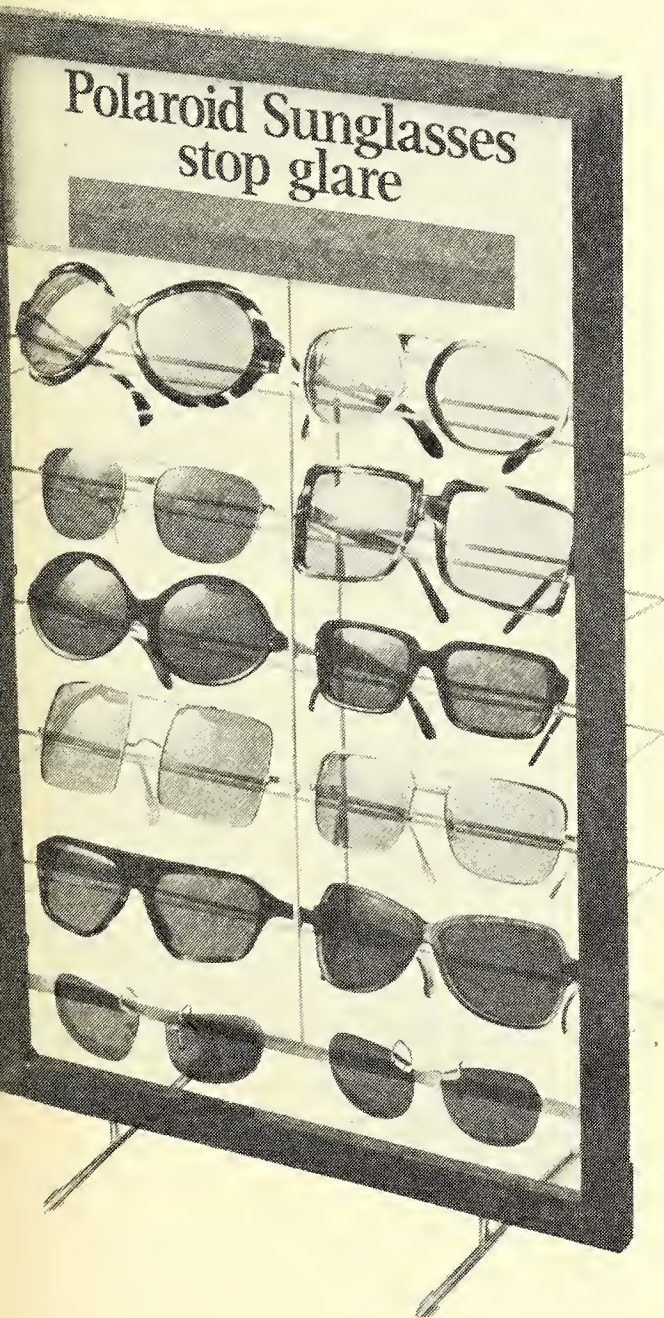
	Trade	PT	Retail		
			£.p	s	d
blush stick pearly	1.94	A	0.33	6	7
cleansing milk	1.06	A	0.18	3	7
cleansing pads	0.88	A	0.15	3	0
cold cream	1.47	A	0.25	5	0
Cologne floral	1.47	A	0.25	5	0
Classic	2.18	A	0.37	7	5
compressed powder	0.88	A	0.15	3	0
compact	1.94	A	0.33	6	7
anti shine	0.88	A	0.15	3	0
translucent	1.47	A	0.25	5	0
cutical remover	0.82	A	0.14	2	9
deodorant stick	0.94	A	0.16	3	3
roll-on	1.76	A	0.30	6	0
eyelid gloss	1.47	A	0.25	5	0
eye liner brush	0.96	B	0.15	3	0
eye liner cake	0.82	A	0.14	2	9
eye liner liquid	0.82	A	0.14	2	9
eyelashes real hair					
upper	4.71	A	0.80	16	0
lower	4.71	A	0.80	16	0
adhesive	1.06	A	0.18	3	7
eye make-up					
remover pads	0.88	A	0.15	3	0
cabinet	6.92	A	1.15	23	0
eye pencils	0.82	A	0.14	2	9
eye shadow					
frosted	1.06	A	0.18	3	7
collection	3.34	A	0.55	11	0
stick	0.82	A	0.14	2	9
cream	0.82	A	0.14	2	9
compressed	0.88	A	0.15	3	0
applicator	1.23	A	0.21	4	3
brush	1.42	B	0.22	4	5
palette	2.14	A	0.35	7	0
finger nail					
adhesive refill	0.94	A	0.16	3	3
remover refill	0.94	A	0.16	3	3
grey-away shampoo	0.88	A	0.15	3	0
hair colourant					
shampoo	0.88	A	0.15	3	0
herbal face mask	1.59	A	0.27	5	5
Hide and Heal					
stick	1.06	A	0.18	3	7

Therapeutic—pharmacological index

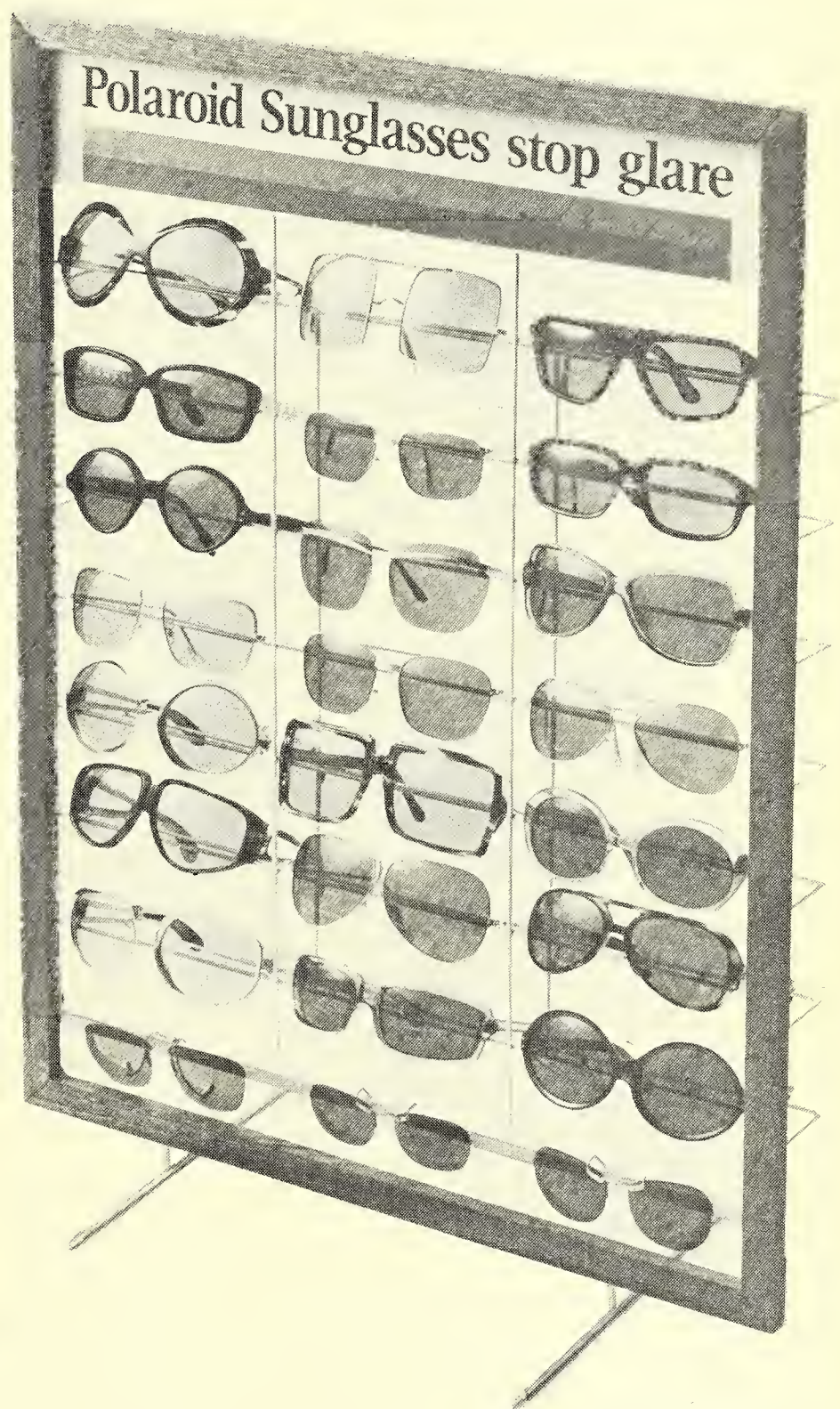
The following products to be added under the classifications stated
13(e) Anafranil
13(g) Brocadopa
13(k) Orap
17(h) Ultradil plain

ou sell our sunglasses.

0 Pack : This has 40 sunglasses and 10 clip-ons. The wood-frame stand comes free. Cost £76.58. Profit 37.77.



k : A selection of 15 sunglasses and 5 s. The wire stand is free. Cost £28.81. £14.19.



100 Pack : The frame-bar is yours with 80 sunglasses and 20 clip-ons. Cost £168.57. Profit £83.23.

250 Pack : (Not illustrated, but similar to above displaying 27 sunglasses and 3 clip-ons.) The biggest deal. It costs the most, but then you do have more to profit by. 200 sunglasses and 50 clip-ons (and the free stand). Cost £431.19. Profit £212.96.

Sweetex. Smarter than calories.



If you want to stay slenderly slim — use one tiny Sweetex to sweeten your tea or coffee.

One Sweetex is as sweet as one teaspoonful of sugar (which has about 27 calories).

Sweetex don't have any calories. They taste sweet and that's all.

Which is all you want if you're smart. And which is probably why Sweetex is the most trusted of all sweeteners.

All on its own it won't conquer a major weight problem. But consider this: one 2/- tube of Sweetex helps your calorie-controlled diet by saving you 5,400 calories.

A pretty smart saving.



Clothes by Ossie Clark for Quorum.
Weight watching by Sweetex.

DIETARY AIDS: A MARKET THAT HAS 28 MILLION POTENTIAL CUSTOMERS

by A. F. L. Deeson, MA, PhD, DSc

Over half the population of Britain is said to be overweight. Twenty-eight million potential customers in the booming slimming industry!

Basically, the market for dietary foods consists of liquid and powder slimming-aid preparations, slimming biscuits (whether or not they come under the legal definition of "starch-reduced"), starch-reduced bread and rolls, crispbreads and a number of low-calorie foods. In addition there are one or two "aids" frequently stocked by chemists.

The market

Manufacturers interviewed rated the Uni-

ted Kingdom market at £20-£40 million. The *Financial Times* puts it at £41 million and the IPC Marketing Survey for 1970 at about £40 million. The 1970 Economist Intelligence Unit Report on Slimming Aids would suggest £34.1 million for 1969, representing an increase of about 55 per cent on 1965—some going!

The total is made up thus:

Slimming breads	...	...	£13 m
Crispbreads	...	...	£7 m
Slimming rolls	...	...	£1.1 m
Slimming biscuits	...	...	£4.5 m
Drinks	...	...	£4 m
Artificial sweeteners	...	...	£2.5 m
Miscellaneous food products	...	...	£2 m

Until now belts and similar aids have only found small sales through chemists but the new craze for slimming wheels has

altered all that this year, producing total sales of £250,000 in a period of six months.

Of course a considerable part of the total market for slimming aids never finds its way into the chemists' pocket anyway. Slimming breads, as already indicated, account for £13 million and a large part of the crispbread and roll market goes to supermarkets and grocers. Nevertheless, there is something in the region of £15 million left (based on 1969 figures) which will probably be worth £18-£19 million—so fast is the growth—for 1970.

Some chemists stock slimming rolls, but probably did not account for more than £200,000 of sales during 1969. Energen and Ryvita crispbreads are sold by a minority of chemists: in 1969 £70,000 of Ryvita (out of a total UK sale of nearly £3 million) was sold by chemists who did rather better with Energen (£300,000 out of a total sale of £2 million). The marketing director of Energen reckons that in this field chemists are fighting "aggressively" for a greater part of the market in these products.

The current sales of some of the other types of slimming foods through chemists is rather more difficult to assess. Fisons Pharmaceuticals, who manufacture dietary aids in the form of chocolate wholemeal biscuits, custard creams, crispbread with ham or chicken filling, chicken flake biscuits, vienna wafers, Biskis sweetener and vitamin-enriched coffee, believe that chemists have something like a 20 per cent share of the market.

Unicliffe, whose main products are Limits and Trimetts, think that chemists are responsible for only 10 per cent of the total meal substitute market.

Growth of the market

Over the past five years the principal sectors of the slimming food market have shown substantial increases in real value and, allowing for price increases, the market has increased at least by 33 per cent in that period. Many manufacturers postulate that chemists' overall uptake is increasing at a steady 15-20 per cent—a 20-25 per cent for meal substitutes, where chemists were originally slow starters.

Seasonal trends

Although sales of slimming aids are still seasonal there are very definite indications that they are fast becoming all-the-year-round sellers. Traditionally, demand shoots upward in March, reaches a peak in July and August and then declines to a low ebb in December and January. Apart from cosmetic considerations, the daily battering to which we are all subjected makes everyone more conscious

Continued on page 50

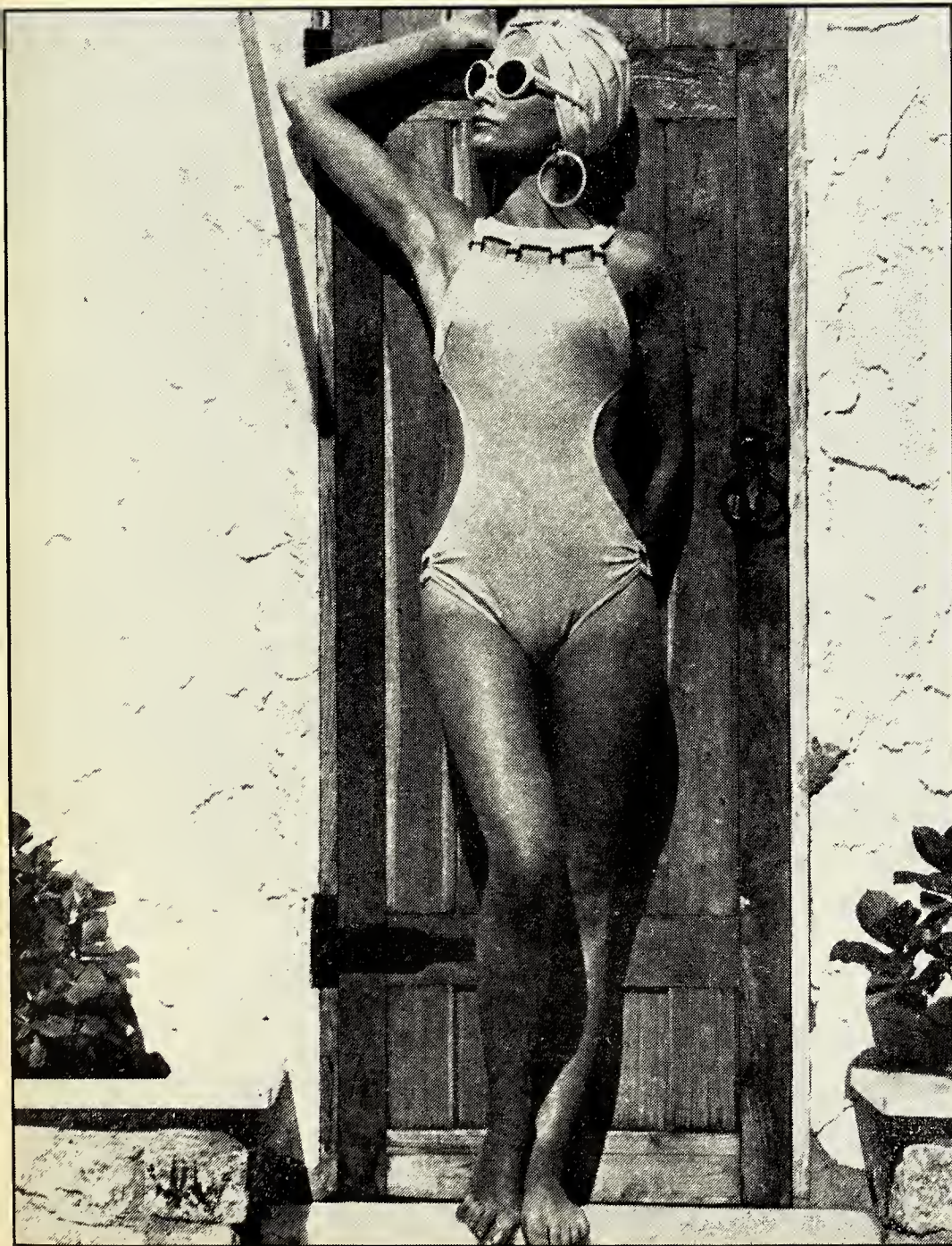


Illustration courtesy Britmarine

that excess weight is dangerous and the growing male interest is a factor in the decrease in seasonality (the first male-directed slimming product—Slim Disks for men—was launched earlier this year by Trentham Laboratories).

As an interesting side note Trentham sell only through chemists and allow 50 per cent profit on cost plus seasonal bonus offers.

Profile of a slimmer

Who buys slimming products? The largest market is for women in the 25-45 age group. The young wives in this field probably take their slimming most seriously. Men are becoming more important and once they begin they tend to persevere. There seems to be very little regional difference in demand but there are some indications that bread sales, which do not normally interest chemists, have a preponderance of support among the C1 and C2 classes whereas crispbreads go to the AB and C1 markets. Other slimming aids seem to go fairly widely across the field but with, as might be expected, major support coming from AB and C1.

Brand leaders

In crispbreads, Ryvita appears to be the undisputed leader with around 44 per cent of the total market in value. Allowing for the fact that it is cheaper, they may have 50 per cent of the market in volume. Value-wise, Energen has about 30 per cent; Ry-King 12 per cent; Vita Wheat 9 per cent; McVita 3 per cent; Primula 1 per cent, and own-label brands another 1 per cent.

It is more difficult to assess the position in other sectors of the market. Energen rolls now seem to have only about two-thirds of their particular field (as compared with an estimated 90 per cent a few years ago). Allinsons have approximately 20 per cent, the remainder going to Granose. But I have seen so many contrary figures for the rest of the dietary aids field that it would need a braver man than I to speculate.

A recent survey among slimmers placed Limmits at the top with 11 per cent, Trimetts 6 per cent, Bisks 5 per cent and Complian 3 per cent.

Advertising expenditure

Major products advertised in 1969 were Limmits (who spent £120,000 on Press advertising and £80,000 on TV); Bisks (£128,000 all in the Press); Sugrosa (£108,000 all in the Press); Sweetex (£98,000 in the Press); Ayds (£87,000 all in the Press); Saxin (£86,000).

Crispbreads, which of course appeal not only to slimmers but to weight watchers and to people who just like the taste—are big spenders. Ryvita spent £167,000, Energen £172,000 and Ry-King £100,000 in 1969, nearly all on television.

Advertising of slimming rolls was confined to the women's Press, where Energen spent a total of £24,700 and Granose £3,420.

But that isn't the whole story. Most manufacturers provide a great deal of "below the line" support for their products. Energen, Bisks, Limmits and Trim-

etts, Slim Disks all print extensive advisory literature and maintain medical consultants and other advisory staff to answer correspondence. Energen Crispbread issued a new Good Shape Guide booklet this year. Trimetts have even pressed a 45 rpm of music to slim by.

The Bisks Slimmers' Club numbers nearly 200,000 at the last count and recruits at the rate of 6,000 a month. Membership is free with an entry form for all Bisks products. "Good Losers" groups are formed and are supplied with information literature. A state-registered nurse travels the country to give lectures and film shows. Individual members receive dietary information, warning stickers for discreet use on the larder door and a Good Loser medal "for conspicuous bravery in the face of the enemy"—that is to say, resistance to cakes and pastries in the face of exceptional temptation.

Another slimming club is the Society of Serious Slimmers run by Cuticura, manufacturers of Ayds. They have been quoted as receiving 257 letters in one day, and supply newsletters, weight charts, calorie counters and diet sheets.

In this field public relations promotions are also considerable. Earlier this year, for instance, Hermesetas supplied beauty writers of national women's magazines with dietary cookbooks to pass on recipes to their readers.

Future prospects

The sale of slimming aids is certainly a fast growing market and one in which the chemist has a legitimate share. The problem is that as it goes from strength to strength the supermarkets and multiples take more and more active interest.

But there is one aspect in which the pharmacist stands supreme: he can give authoritative advice to the uncertain slimmer and can explain how the products work. For example, Ayds claim to be the only drug-free suppressant without methyl-cellulose. Developed by Harvard Nutritional Professor Jean Mayer, Ayds work on the principle of raising the blood sugar level.

On the other hand methyl-cellulose is generally considered very safe and does not enter the bloodstream. The inert substance simply mixes with the stomach's gastric juices, swells, and fills the space which might otherwise be taken up by more food. Trentham's Slim Disks—and other preparations—are founded on this principle.

Energen crispbread is the only starch-reduced crispbread. The others are low calorie but do not have the same balance between starch and protein.

Money-off bonuses for retailers are common in this market and are well worth watching out for. This year, for example, Granose have offered cash discounts, and they are only one of many.

A number of chemists interviewed have said that they have put their dietary aids in a corner of their shop where customers can browse inconspicuously—and have found sales have increased as a result. Perhaps some women are still embarrassed about asking for slimming products across the counter.

Open Shop

by E. C. Tenner

Commons nonsense

I would refer to a report (*C&D*, December 5, p 786) of a Parliamentary question tabled by Dr Shirley Summerskill. The answer given by Mr Alison reveals some of the nonsense talked in Parliament on prescription charges. Dr Summerskill suggested that women should be exempt at 60, their age for retirement pensions, instead of at 65, as should also those women who, though not included in the restricted list of chronic sick, nevertheless require long-term treatment.

Mr Alison, in reply, stated that women between 60 and 65 were in better health at that age than at any time in the past. If this is true, then what Mr Alison was saying "was that few women of that age group were chronically sick, and therefore, I should have thought, that if the numbers were so low, it would have placed little burden on the Treasury to grant this exemption."

Mr Alison apparently argues the other way; only if there are a large number, costing the Treasury a lot of money, would the Minister consider it. And that, as everyone knows, is arrant nonsense. Mr Alison did not, apparently, feel the need to discuss the fact that women retire at 60, unlike men who retire at 65, and must carry the possible burden of increased charges for five years, on pension, until they gain exemption at 65. Perhaps that was just as well, because he might have had to argue that the cost of exempting this new class would prove prohibitive to the Treasury because of the numbers involved. This is, indeed, the probable reason for him making no mention of it at all!

Bargain debasement

Another example of the unhappy choice of phrase by those in power was Sir Keith Joseph's reference to the prepayment certificate for health service charges as an "even better bargain" than before.

When I was quite young there used to be a market trader who visited our local fair, and argued that his prices were so low that, if you bought enough, you had in fact saved enough money to pay for a wakes week in Blackpool. This seems to me to be analogous to Sir Keith's "better bargain." The more medicine you take the better the bargain—what an argument from a Minister of Health! I suppose, to follow Sir Keith's logic, that you should persuade your doctor to give you more medicines to get your money's worth from having purchased a prepayment certificate. The arguments of the market trader do not really fit into the scheme of things in the Health Service. Sir Keith must really re-orientate his thinking and his use of language.

Poser solution

Last week's "poser" prescription was for *Tabs digitalis folia*.

COMMENT COMMENT COMMENT COMMENT COMMENT

Progress at last?

Slowly, if not ponderously, progress is being made toward the "formulation" of the various regulations under the Medicines Act 1968.

Many of our readers, especially those untutored in matters of government procedure, will probably be surprised to read the announcement by the Medicines Commission (see p 33) that the preparation of the first "general sale lists covering human and veterinary medicines" is only at the preliminary stage and is still to be considered by a committee under the Medicines Commission. Already the chairman of the Medicines Commission, Sir Derrick Dunlop, has widely made known his views on such lists.

The present procedure is that the committee will make recommendations for further consideration by the Commission, and the Commission will then in turn tender its advice to the Health Ministers.

The chairmanship

We believe that pharmacists, particularly those in general practice, will have noted with a measure of relief that the chairman of the committee considering the first general sale list is Lord Rosenheim, and not Sir Derrick Dunlop.

But the cynical might derive some amusement from the fact that those who can be considered to represent differing viewpoints on the general sale lists seem to have been appointed to the second committee that is to consider sale or supply on prescriptions. However, the committee under the chairmanship of Sir Derrick Dunlop has the much wider task of advising upon the general requirements of Part III of the Medicines Act that relate to the sale and supply of medicinal products, and the related requirements concerning the provisions in Poisons legislation affecting labelling, containers, transport, packing and records, etc. These are aspects of forensic pharmacy requiring all the experience that the Pharmaceutical Society of Great Britain, the Association of the British Pharmaceutical Industry and the Proprietary Association of Great Britain can muster.

The Medicines Act was passed in 1968: it is now 1971. Is it too much to hope that in the public interest progress will now be accelerated?

Collecting pharmaceutical statistics

Forms are being sent out by the Department of Trade and Industry to 200 organisations in the pharmaceutical industry with a view to issuing regular quarterly statistics of the sales of pharmaceutical chemicals and preparations. The first return covers the fourth quarter of 1970 and will be published in the *Business Monitor* series.

Giving the information, the Department says that the inquiry is "designed to fill a major gap in the statistics needed by the Government for assessing changes in industrial output and to make available detailed statistical information to the industry including separate figures of export sales which are not available elsewhere in the kind of detail now to be collected."

If the end-result lives up to that promise, the expense of collecting the information will certainly be worth while.

For such a rapidly-growing industry it has long been felt that the almost total absence of statistics was a hindrance to trade. All that apparently was available were the *Census of Production Reports* which were hopelessly out of date; penicillin production figures (*Monthly Digest of Statistics*); and for exports, the *Overseas Trade Statistics*, which since its format was changed a year ago is less informative than previously.

In preparing the inquiry, the Department say they have had full consultations with the Association of the British Pharmaceutical Industry, the Proprietary Association of Great Britain and the British Pharmaceutical Market Research Group. Most companies in the industry were shown the headings in draft and their comments have been taken into account. It is also claimed that the classification of products on this new form is that adopted by nearly all large firms in the industry for their own marketing purposes and has also been adopted by many other countries with major pharmaceutical industries.

BUSINESS Q & A

My wife, mother-in-law and myself own a family business which we are proposing to sell. Could you let me know how the business stands with regard to capital gains tax? The business has been built up substantially since it was started in 1954.

You do not indicate whether the business is a limited company or a partnership. If the former, the company would pay corporation tax on any gain on assets sold and the shareholders would pay capital gains tax on any gain on a winding-up so giving rise to two bites at the cherry. Thus if the business is a company you should seek to sell the shares at full value. If you sell goodwill you will pay

on the proportion of the gain between cost and selling price which is related to that part of the total period of ownership which has elapsed since April 6, 1965. Stock is dealt with in the profit and loss account and any chattels sold would not attract capital gains tax unless sold for over £1,000. It is important that when you have progressed further you seek the advice of a competent qualified accountant.

I am a shareholder in a small company which owns two or three retail pharmacies. We have an opportunity to acquire another, quite important business in a nearby town. Unfortunately we have not sufficient resources at present and must borrow. Is there any restriction on this please?

The only restriction is that provided by the Articles of Association. Table A, which is the model set of articles provided by the

Companies Acts restricts borrowing to an amount equal to the issued share capital, but in most small private companies this provision is excluded and no borrowing limit is imposed.

I want to ask a question which has nothing to do with pharmacy but which probably interests a lot of pharmacists. I collect stamps. If I sell my stamp collection am I liable for capital gains tax please?

If any stamp or set of stamps is sold for more than £1,000 this will attract capital gains tax as being a chattel. Otherwise, there would seem to be no liability unless the collection itself can be described as "a set." This would seem to be a very unlikely eventuality and the answer is therefore "no", subject to the above qualifications.

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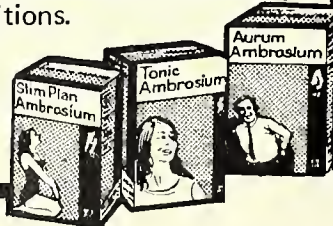


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PROFESSIONAL NEWS

Pharmaceutical Society
of Ireland

Forged prescriptions— a final warning

"I would like this final warning to go out, that pharmacists not observing the regulations are in grave danger of being prosecuted by the Department,"

With those words the president of the Pharmaceutical Society of Ireland, Mr R. J. Power, concluded a discussion by the Society's Council at their December 1970 meeting in Dublin on the subject of forged prescriptions.

Dealing with the Law Committee's report the registrar, Mr J. G. Coleman, said it was obvious that some prescriptions being dispensed by pharmacists were blatant forgeries. They had been horrified to learn that despite recent publicity and warnings from the Council a pharmacist had dispensed 10 forged prescriptions in a couple of days.

The president said he understood there was a likelihood that the Drug Squad, Detective Division, Dublin Castle, might take legal action against some pharmacists as a result of negligence in the dispensing of such forgeries. The Squad had complained about some pharmacists whom they regarded as "shocking examples."

Mr Cashman suggested writing to the medical journals warning members of the medical profession to be more careful about keeping their printed notepaper under proper supervision. Much of the forgery problem had been aggravated by doctors leaving prescription forms lying around in parts of the hospitals open to the public.

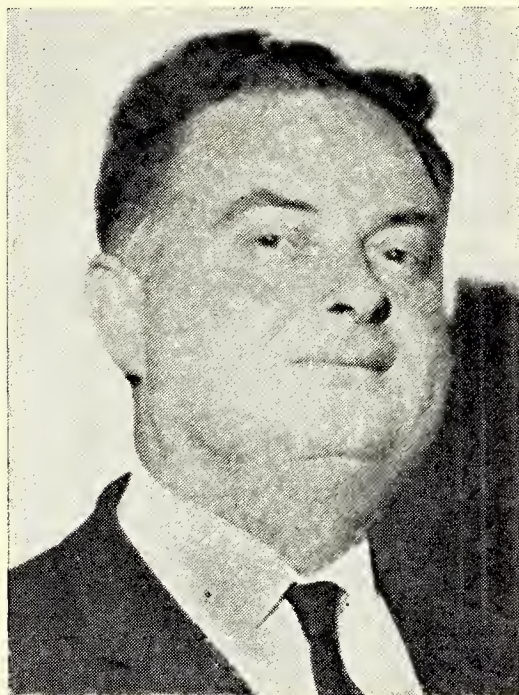
Mr W. J. Butler said that pharmacists who dispensed forged Diconal prescriptions a second time deserved to be prosecuted. All the directives from the Council had apparently fallen on deaf ears.

The registrar explained that the Council did not prosecute under the Dangerous Drugs Act. The police would obtain evidence and report to the Department of Justice. As a result, it was almost certain that they would find justification for prosecutions in some cases.

The president drew the attention of all members to this development. Apart from such pharmacists being guilty of a breach of ethics, they were leaving themselves open to prosecution and it was only proper that they should be duly warned. Five years ago it had been suggested to the then Minister for Health that authority be given to the Inspector to deal with problems under the Dangerous Drugs Act and the Health Act but without success.

The registrar said that they had already been asked by the Department to notify pharmacists that in the event of any attempt to obtain preparations on a forged prescription they should immediately telephone the Gardai (Dublin 751356).

He reported that one of three pharmacists who had not returned stocks of amphetamines following their withdrawal, might be prosecuted.



Mr R. J. Power, President

Pharmacists must give a full service

The question of pharmacies that lack adequate facilities was considered when the registrar reported that the inspector had visited a pharmacy and found that the pharmacist did not have ordinary equipment such as a pestle and mortar, or running water. When asked what he would do if he received an extemporaneous prescription to compound, the pharmacist replied that he would send the person to a neighbouring chemist.

Dr R. F. Timoney said this was a deplorable state of affairs. It was akin to a doctor putting a plate outside his door and refusing to see patients for some illnesses. In order to keep open shop within the meaning of the Pharmacy Act a pharmacist must act, not in a selective way but in a complete sense.

Mr D. J. Kennelly said that a pharmacist who failed to give a complete service should not be allowed to put the title "MPSI" over his premises.

Implementation of his suggestion might cause difficulties but it might be possible to have a special recommendation made and signed by the Minister for Health to give effect to it. This was not an isolated case. Most pharmacists in Dublin were aware of the accusation that pharmacists were not prepared to compound or go to any inconvenience in order to give a complete service.

Mr R. J. Semple said pharmacies should be put on a register. At present the pub-

lic did not know if they were going into a pharmacy because of certain pharmaceutical lines being stocked in shops not operated by pharmacists.

The president wondered what would be the reaction of the State to this matter. Prior to the 1962 Pharmacy Act the Council had suggested licensing of premises. All premises in existence before the Act came into operation would be licensed but any opened after that would have to comply with specified conditions. For some reason, the State had not been prepared to accept the Council's suggestion but it might now be time to make a further approach to the Department.

Mr Walsh thought the Council should inspect every pharmacy in the country in order to be satisfied that they complied with minimal requirements. In that way the Council would be able to inform themselves of the state of pharmacy and automatically have available a list of pharmacies where students could get a proper training.

No "blueprint" needed

Mr T. O'Malley disagreed with the suggestion by Mr Walsh that a "blueprint" for pharmacy was necessary because they had already had the Cashman report. Any conclusions arrived at in a new blueprint were already available in the two-year-old report about whose implementation nothing had been done.

Mr Walsh replied the Practice of Pharmacy Committee had already agreed to embark on a new blueprint. Any two-year old report should be brought up-to-date. He thought they should have a look at the European Economic Community Regulations for the purposes of comparison.

Mr W. J. Butler said there was little point in sending the inspector around the country if Council had no power to act on his report. Something should be put in motion to tackle all problems contained in the inspector's report.

The president pointed out that the Society could only act where the Poisons and Pharmacy Acts were infringed and suggested that Mr Butler put down a motion to deal with these problems.

Mr Sean Hillery said he had held the same views as Mr Butler until he discovered that they could never really get anywhere until they were given the power to deal with the problem. A disciplinary committee similar to that in Britain could solve many problems.

Mr Kennelly said because they were a statutory body they must deal directly with the Minister in relation to such problems but the Minister could not be expected to be personally involved. He suggested seeking a meeting with senior officials of the Department, as had been suggested by the Minister.

Mr Cashman said there were hypocrites both in pharmacy and among suppliers. Some suppliers represented themselves as ethical under one cloak, but under another cloak they were looking for increased sales and new avenues of distribution. Until pharmacies were sufficiently independent, co-operative and clear-thinking to be able to tell such people to "hump-off" they would never get anywhere.

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PROFESSIONAL NEWS

Pharmaceutical Society
of Northern Ireland

NI Council consider ways to improve public relations

Five recommendations for improving public relations for pharmacy in Northern Ireland were put forward at the December 1970 meeting of the Pharmaceutical Society of Northern Ireland's Council.

In the absence through illness of the Committee chairman, Mr J. L. McIntyre, the secretary, Mr W. Gorman presented the report from the Public Relations Committee.

The report recommended that:—

☐ An effort should be made to obtain better publicity for pharmacy in the Press and on television.

☐ Every effort should be made to establish a better liaison with the medical profession.

☐ Retail pharmacists should be reminded of their proper functions and have their attention drawn to books of reference essential for their everyday work.

☐ The president and secretary, jointly, should be deputed to delegate a member, or members, of the Committee to deal with any matter requiring immediate attention.

☐ A list of lectures on the care and use of medicines and the misuse of drugs should be prepared. If possible discussions with the Drug Squad should be held.

Contract restriction

It was stated that a special meeting of the Council would be held on January 7 to consider a plan for the restriction of contracts and rationalisation of the pharmaceutical service put forward by the Working Party. The president, Mr J. Paul, said all six bodies represented were being sent copies of the proposals and the Working Party hoped to have their views and comments for consideration early in February.

Mr R. M. Watson was co-opted to the Council as the representative of the Registered Druggists. Three other Registered Druggists had offered their service, but all lived some distance from Belfast.

A letter from the Department of Trade and Industry was read inviting the Council to examine its practices in the light of the Monopolies Commission's Report on the Supply of Professional Services and to amend or abolish them as necessary. The Government proposes to take no further action on the Commission's Report before the end of April 1971. It was agreed to refer the matter to the Ethical Committee.

Notification of an increase in the subscription rate for the *Chemist and Druggist* was referred to the Finance Committee.

The president reported that a profit of almost £92 had been made on the dinner and dance held in November in aid of the Benevolent Fund. In reply to a ques-

tion, the secretary said grants made to date from the Emergency Fund totalled almost £700.

The secretary reported that 31 names had been removed from the Register of Pharmaceutical Chemists for non-payment of retention fees. Most of the members concerned had requested the removal of their names.

Apologies for absence were received from Dr R. G. R. Bacon, Mr R. F. S. Thornton and Mr J. L. McIntyre.

Hospital

Pharmacy Forum

Pharmaceutical education

Ward pharmacy now has official blessing — in HM (70) 36 it is stated that "Regular ward visits by a pharmacist should be introduced as soon as possible." So far, so good, but the document goes on to say why the pharmacist should be there. "This enables the pharmacist to check pharmaceutical aspects and draw attention to pharmaceutical anomalies of prescriptions, to be available for consultation by the doctors and nurses and to check ward stocks."

The chief pharmacist of today or the principal pharmacist of the Noel Hall era is the centre point of such a system. He or she will be the final arbiter of the pharmaceutical aspects, "the pharmacological anomalies," and the consultant to the doctors and nurses who have questions to ask. But he could not be the ward pharmacist to every ward in any hospital which has more than a hundred beds. His position then, is to stay in the pharmacy to deal with problems as they arise and not to be committed to any particular section of the hospital.

Deputy's responsibility

The deputy chief pharmacist in the larger hospitals must fall into a similar situation although it might be reasonably assumed that he will carry out a system of checks at ward level either at the request of the pharmacist concerned or on behalf of senior nursing or medical staffs. A possible exception could be that the chief and deputy would share the responsibility for intensive care units and theatres.

The bulk of ward pharmacy will fall on the shoulders of senior pharmacists or pharmacists in the basic grade. They will

have to carry out the regular visits dovetailed into their already overcrowded days (a conservative estimate of the number of hospital pharmacists needed in these grades to fully implement HM (70) would be an increase of between 150 and 200 per cent). Since most of the present occupants of these grades can be described as "recently qualified" it follows that they have little experience behind them to help in this task, and have to rely on their academic knowledge and a certain amount of common sense.

The masters degree courses, with a strong accent on hospital pharmacy, which have been launched in the last few years are at once an acceptance of the great gaps on hospital pharmaceutical knowledge and an admission that the current undergraduate courses do not sufficiently prepare the student for the ward situation.

A careful study of the course shows that bedded down among the vast mountains of necessary learning there is as much information as any graduate could reasonably require. Unfortunately, it is largely in disjointed bundles which need to be knitted together to form a hospital pharmacist. This takes time. The practical ward situation cannot be organised to provide a regular and progressive source of examples and problems which will equip the pharmacist in any given length of time.

Unfortunately, this time is not available. The young pharmacist has to meet problems before he has the broader knowledge which comes with time. Within the pharmacy department he can be guided by his elders. In the ward situation he may be tempted to give an off-the-cuff answer rather than appear ignorant, or worse still not realise that his knowledge is incomplete.

Working it out

A wise psychologist once said that when a problem was insurmountable the best way to tackle it was to start at the end and work to the beginning. This is certainly true as far as pharmaceutical education is concerned. At present we start with basic scientific principles and arrive at the medical product with only a cursory glance at the patient in terms of absorption and excretion. It would be so much better if the course was centred on the patient and worked outwards to the medicinal products.

In this way, the pharmacist or post-graduate student would come to the hospital with an understanding of the patient. He would have much more to contribute to the ward situation and he would have a greater command of the vocabulary of medicine and nursing.

This problem is urgent. Fortunately, some pharmaceutical educators are aware of it. Schools of pharmacy are beginning to offer options in hospital pharmacy which take the undergraduate into the ward situation. It will be interesting to hear some of the results of their thesis at the Guild's Conference of Hospital Pharmacists in May, 1971, but it will be more interesting to see how these "recently qualified" pharmacists fair as ward pharmacists.

APOTHECARY TO PHARMACIST FRANCE

T. D. Whittet, Hon DSc, BSc, PhD, FPS, FRIC, DBA

In France, as in England, the apothecary (APOTHICAIRE) appears to have developed from the spicer (ÉPICIER). Kremers and Urdang (1951) quote Boileau as stating that the term APOTHICAIRE appears for the first time in Paris in 1270, but Fialon (1920) considered it to be much older; he puts forward the theory that the Greek word APOTHEKE passed via Latin into French as BOUTIQUE and that that word was used for early drug stores. The physicians, who often wrote and spoke in Latin, retranslated the word to APOTHECARIA and that word eventually passed back into French as APOTHICAIRIE. The keeper of it obviously became the APOTHICAIRE. Fialon called APOTHICAIRE the "doublet" of BOUTIQUE.

Guitard (1949 and 1958) believes that that etymology was imagined by Lacurne de St Palaye for his historical dictionary of the ancient French language, published in 1876, and that it was an error which was repeated by later authors. Guitard stresses that both in the time of Thucydides (471-400 BC) and in modern Greek the word APOTHEKE has always meant a store and never been synonymous with shop (BOUTIQUE).

The same author quotes several examples of the use of the Latin word APOTHECARIUS in connection with monasteries. In the late Middle Ages a council of Carthage decreed "*ut clerici apothecarii vel ratiocinatores non ordinator.*" In 1178 a chronicle of the diocese of Cahers referred to an "*apothecarius et cellarius Sancti Stephani*;" it says that an apothecary is contrasted on the one hand with an accountant and, on the other, with a steward, both being obviously clerics with special functions in the religious community. "Were these monk-pharmacists?" asks Guitard, and concludes that they were not at first, but that the inclusion of a greater variety of products, including drugs and spices, in the monastery APOTHEKE resulted in increased specialisation of its keeper.

To be capable of preserving the various medicinal plants and spices properly he had to study their properties, and he was also expected to know their doses and how to prepare, process, mix and distil them. Thus eventually the monk-apothecary became a pharmaceutical specialist.

Guitard further states that the first known application of the term APOTHE-

CARIUS to civil pharmacists appears when the Faculty of Medicine of Paris made a decree (c. 1180) for the practice of medicine "*à tout chirurgien, à tout herboriste, à tout apothecarius seu apothecaria.*" It is noteworthy that there were apparently women apothecaries in France during the Twelfth Century.

In most large centres pharmacy proper may be said to have, by that time, already separated, not from confectionery but from spicery. Also during the period the word APOTHICAIRIE, derived from APOTHICAIRE, first made its appearance (the reverse of Fialon's view that APOTHICAIRE was derived from APOTHICAIRIE).

The new word APOTHICARIE completely replaced APOTHEQUE, the earliest French word derived from the Greek. It was also used in the sense of the art of conserving and preparing drugs. The spelling APOTHICAIRERIE has also been used.

Guitard states that, from the Thirteenth to the Seventeenth centuries, the word APOTHICAIRE reigned supreme as the title for the practitioner of pharmacy in the French language and he quotes Etienne Boileau (1270) in his *Livres des Métiers* (Book of Trades) as declaring "*Tuit cirier,*



Daumier illustrating Molière's "Le Malade Imaginaire." Physicians and "apothecaries" about to give an enema to a public figure

tuit pevrier et tuit apothecaire . . doit abole de coutume (waxer then pepperer then apothecary had to abandon the practice). This association of the pepperers with the spicers is interesting in view of the association of the London apothecaries with the pepperers.

There was apparently a guild of apothecaries, spicers and others in Paris from at least the early part of the Thirteenth century. The term APOTHICAIRE did not come into general use until about 1400 and, as in England, the terms spicer (ÉPICIER) and apothecary (APOTHICAIRE) appear often to have been used indiscriminately. There were, however, several edicts prohibiting spicers from acting as apothecaries and *vice versa*, so the terms were not interchangeable.

Guitard also refers to an agreement between the *marchands épiciers, droguistes et grossiers* (merchant spicers, druggists and grocers) and the *marchands apothicaires* of Paris. Thus it seems again that, as in England, there was a considerable overlap of function between the various associated occupations.

Professional guilds

The apothecaries and spicers were joined together in guilds, separated and rejoined several times. Final separation of the Parisian apothecaries and spicers did not occur until the Royal Decree of April 1777, which replaced the old guild of apothecaries by the *Collège de Pharmacie* (Kremers and Urdang 1951).

The same authors state that apothecaries' shops are traceable in Paris and Arles as far back as 1180 and that the first guild-like association in French pharmacy was in Avignon, where in 1262 the drug-sellers and spicers united.

Bouvet (1937) has shown that in France, as I have found in Great Britain, apothecaries were in guilds in the provinces (Whittet 1961). A striking difference, however, is that, of the total of 199 guilds in which apothecaries were known to have participated, no fewer than 103 were ex-

clusively for apothecaries whereas in Great Britain only the London and Dublin apothecaries formed separate guilds.

Words related to APOTHICAIRE also appear to have been used, eg, APOTHICAIRESSE meaning a nun in charge of the APOTHICAIRE of a convent and APOTHICARESSE, a female apothecary or an apothecary's wife. Those words appeared in the Eighteenth century Dictionary of Trevoux. The latter word has been used colloquially and in jest.

In the Provence dialect the word BOUTICARI, resembling the Spanish BOTICARIO, was used for apothecary.

In France, again as in England, titles derived from PHARMAKON were in use long before the word PHARMACIEN became general. Fialon cites the use of PHARMATIS in 1558 and the first mention of PHARMACIEN in 1609. He quotes Guitard as having discovered among the entrants to a corporation in Marennes the following titles: PHARMATIEN (1640), ASPIRANT EN PHARMACIE (1640), APPOTHICAIRE (1640), ASPIRANT A LA MAISTRIZE (1647), PHARMACIEN (1653) and ASPIRANT EN L'ART DE PHARMATYE (1671).

Failon has claimed that these prove that, from the early Seventeenth century, the word PHARMACIEN was used as a synonym for APOTHICAIRE, but that there is, nevertheless, a slight difference in meaning between the words. PHARMACIEN designated the expert in pharmacy and APOTHICAIRE those who exercised the profession and owned an APOTHICARIE (pharmacy). Thus not all PHARMACIENS were established as APOTHICAIRES and some APOTHICAIRES were not expert PHARMACIENS.

The social status of the French APOTHICAIRES from the Fourteenth to the Eighteenth century was undoubtedly high, but during the Seventeenth and Eighteenth century they were subjected to much calumny in the course of their disputes with the physicians, and ridicule was poured upon them by poets such as Molière and cartoonists such as Daumier, especially as it was their duty to admini-

ster the clysters (enemas) which were at that time very much in vogue.

One of the many tracts written during their disputes with the physicians was entitled *Myrouel des Apothicaires et Pharmacopoles* (1532) showing that the title PHARMACOPOLE was used in France as in England. It is still defined in some French-English dictionaries as a vendor of drugs but the title now appears to be used only in jest.

The ridicule heaped on the apothecaries by plays and cartoons and the scorn in which the name APOTHICAIRE came to be held made them ashamed of their title and they welcomed the change to PHARMACIEN. The change was accelerated by the Royal Declaration of April 1777, which supplanted the *Jardin des Apothicaires*, the teaching centre of the apothecaries' guild, and created the *Collège de Pharmacie*. The new diploma of that body was apparently considered to confer a prestige not attributable to the older title of MAITRE APOTHICAIRE (Master of Apothecary). In 1826 a resolution was passed by the Dublin apothecaries "That the appellation of Master Apothecary is degrading to the profession and that the word Licentiate be used for the future" (MacWalter 1916).

The Revolution

Fialon (1920) has declared that the Revolution consolidated that change since the revolutionaries associated PHARMACIEN with Hellenistic democracy and APOTHICAIRE with the hated feudalism and with the ecclesiastics.

The *Collège de Pharmacie* was transformed into the *Société Libre de Pharmacie de Paris* in 1796 and became the *Académie de Pharmacie* in 1946. It is a scientific institution. The professional body, membership of which is compulsory for all practising pharmacists, is called l'Ordre des Pharmaciens.

The title DROGUISTE is apparently quite old in France, since Pierre Pomet, *Marchand Épicier et Droguiste*, who wrote 'A General History of Drugs' in 1694, had a pharmacy in the Rue des Lombards in Paris. In an English edition published in 1712 he is described as chief druggist to the French King.

Nowadays, the titles PHARMACIEN (feminine PHARMACIENNE) for the pharmacist and PHARMACIE for the pharmacy are almost exclusively used in France. The word APOTHICAIRE is encountered only in old texts, since the apothecaries became completely transformed into pharmacists, unlike the position in Great Britain.

The title DROGUERIE is used for a drug store in the British sense, meaning the establishment of an unqualified person dealing in a few drugs and medical sundries. The "Drugstore" in the Champs Elysees in Paris is a pharmacy of American drugstore type, with restaurant and soda fountain and selling newspapers, picture postcards and many items never found in a British pharmacy.

The word ÉPICERIE is now used in France for the grocery store and ÉPICIER for grocer. This is in contrast with the situation in Britain, where the word Spicer has disappeared except as a surname.



Another cartoon by Daumier: "Apothicaire" with enema syringe

MARKET NEWS

Bromides dearer

London, January 6: A rise in the price of bromides of £45 per metric ton provided the only interest among pharmaceutical chemicals during the week.

Price movements among essential oils were all in an upward direction. Shipment quotations for Ceylon citronella advanced by sixpence per kg and the Chinese by threepence. Lemongrass rose by 2s 6d although spot holders did not react. Also dearer were Chinese peppermint by 1s kg and the Brazilian by 2s in the forward position.

Menthol retained its firm tone, the Brazilian advancing by 3s 6d kg and the Chinese by 2s. Senega was up by sixpence per lb and colocynth pulp and Mexican jalap up threepence. Aconite and balsam Peru were slightly easier.

Pharmaceutical chemicals

Bromides: Crystals per kg:

	12½ kg	50 kg	250 kg
	£	£	£
Ammonium	0.49	0.40½	0.38
Potassium	0.44	0.36	0.33½
Sodium	0.43	0.35½	0.33

Caffeine: (50-kg) Anhydrous and hydrate 35s 7d (£1.78) kg.

Citric acid: BP granular (single deliveries per 1,000 kg in lined bags), 50-kg £306; 250-kg £295; 1,000-kg £284. Premiums; anhydrous £18; powder £10 per 1,000 kg.

Dienoestrol: 5-kilo lots 1s 3d g (£62.50 kg).

Emetine: hydrochloride £450 kg;—bismuth iodide £212 10s (£212.50).

Ephedrine: (25-kg per kg) alkaloid £11 12s 9d (£11.63½); hydrochloride £9 5s (£9.25); sulphate £9 10s (£9.50).

Hyphosphites: Per kg	12.5 kg	50 kg
	£	£
Calcium	1.14	1.02½
Iron	2.34½	2.26½
Magnesium	1.98	1.02½
Potassium	1.57	1.45
Sodium	1.27½	1.17½

Neomycin sulphate: BP 5-kg £27 10s (£27.50), kg sterile and non sterile.

Penicillin Sterile sodium, potassium or procaine 1 million :Mu 3d per Mu.

Piperazine: Under 50 kg per kg; adipate 19s 3d (£0.963) kg; citrate 18s 6d (£0.92½); hexahydrate 13s 3d (£0.663); phosphate 20s 6d (£1.02½).

Potash sulphurated: BPC 1959, 9s 9d (£0.49) kg in 50-kg drums.

Potassium acetate: £184 metric ton delivered.

Potassium acid tartrate: (Per metric ton) 50-kg lots £399; 250-kg £391; 1-ton £381.

Potassium bicarbonate: BP £123 metric ton.

Potassium carbonate: 50-kg kegs 6s 7d (£0.33) kg.

Potassium chloride: Pure 50-kg sacks, 3s 7½d (£0.18) kg.

Potassium citrate: £326 per metric ton.

Potassium hydroxide: (kg), Pellets, 9s 10d (£0.49) sticks, ½-kg in bottles 34s 3d (£1.71); technical flake 4s 8d (£0.23).

Potassium permanganate: BP in 1,000-kg lots 4s 6d-4s 8d (£0.22½-£0.23) kg technical less 3d (£0.01½) kg.

Potassium phosphate: BPC 1949, 50-kg kegs of powder 9s 10d kg; granular 10s 6d.

Potassium sulphate: BPC '49 2s 9d (£0.14) kg.

Potassium thiocyanate: 50-kg lots 14s 7d (£0.73) kg in kegs.

Prednisolone: alcohol and acetate from 7s (£0.35) per g.

Prednisone: 1-kg lots, alcohol and acetate 6s 6d (£0.32½) per g.

Streptomycin: Sterile base and sulphate over 25-kg lots 3.5d per g.

Crude Drugs

Aconite: *Napellus* 11s 6d (£0.57½), spot; 11s 3d (£0.56), cif.

Balsams: (lb) **Canada:** 35s 6d (£1.77½) spot; 35s (£1.75), cif. **Copaiba:** BPC 12s (£0.60): Para soluble 8s (£0.40). **Peru:** 19s 9d (£0.99); 19s 3d (£0.96), cif; for shipment. **Tolu:** BP 14s (£0.70).

Chillies: (cwt) Zanzibar 370s (£18.50) spot; 315s (£15.75), cif. **Mombasa** 350s (£17.50) spot.

Colocynth pulp: Spot 4s 9d (£0.24) lb; 4s 6d (£0.22½), cif.

Ginger: (cwt) **Cochin** 405s (£20.25). **Jamaican** No. 3 1,040s (£52), cif. **Nigerian** peeled new crop 340s (£17), cif; split 210s-250s (£10.50-£12.50) as to quality; 180s (£9), cif.

Jalap: Mexican (lb.) 8s 9d (£0.44), cif.

Menthol: Chinese spot 65s lb (£7.15 kg), shipment 61s 6d lb (£6.75 kg), cif. **Brazilian** 45s lb (£4.95 kg) spot; 43s lb (£4.72½) kg.

Seeds: (cwt) **Anise:** Star 165s (£8.25). **Spanish** greens 247s 6d (£12.37½). **Caraway:** Dutch 190 (£9.50), cif. **Celery:** Indian 400s (£20) spot; 334s (£16.70), cif. **Coriander:** Bulgarian and Rumanian £88 metric ton; Moroccan 86s (£22.30) spot.

Cumin: Syrian 275s (£13.75), cif. **Dill:** Chinese 120s (£6.00), cif (50-kg). **Fennel:** Chinese 100s (£5.00), cif. **Fenugreek:** Moroccan 60s 6d (£30.2½) cif. **Mustard:** 60s-120s (£3.6) spot as to quality.

Senega: Canadian 29s (£1.45) lb.

Sarsaparilla: Spot 5s 8d (£0.28½) lb; 5s 4d (£0.26½) cif.

Turmeric: Madras finger 200s (£10) cwt; 172s 6d (£8.62½), cif.

Essential and expressed oils

Almond: Imported 13s (£0.65) kg spot.

Amber: Rectified spot 5s 6d (£0.27½) kg.

Anise: Chinese £1 10s (£1.50) kg spot; £1 8s (£1.40) cif.

Bay: £6 12s (£6.60) kg.

Bergamot: New crop top grade £9 13s (£9.65) kg.

Birch tar: Rectified £1 15s (£1.75) kg.

Bois de rose: Brazilian £2 kg spot; £1 18s (£1.90) cif.

Buchu: English £255 kg.

Cade: Spanish 9s (£0.45) kg.

Cajuput: Spot 24s 2d (£1.21) kg.

Camphor white: Spot 6s 6d (£0.32½) kg; 6s (£0.30) cif.

Caraway: £6 12s (£6.60) kg.

Cassia: Chinese £2 1s 6d (£2.07½) kg.

Cedar: Leaf £2 8s (£2.40) kg; wood; American £1 10s 10d (£1.54).

Celery: English £35 kg.

Cinnamon: Ceylon leaf £1 12s (£1.60) kg; Seychelles leaf rectified £2 2s (£2.10) kg.

Citronella: Ceylon 17s 6d (£0.87½) kg spot; 17s (£0.85) cif. Chinese £1 3s (£1.15) kg spot and cif.

Clove: Madagascar leaf £1 4s 9d (£1.23½) kg in bond; £1 3s 6d (£1.17½) cif.

Coriander: £8 5s (£8.25) kg spot.

Cubeb: English £9 kg.

Dill: £5 14s (£5.70) kg spot.

Eucalyptus: Chinese 80-85 per cent 12s 6d (£0.62½) kg in bond 12s (£0.60), cif.

Fennel: Spanish sweet £1 18s 6d (£1.92½) kg.

Juniper: Berry £1 8s (£1.40) kg; wood 11s.

Lavandin: £2 12s (£2.60) kg.

Lavender: French from £4 8s (£4.40) kg.

Lavender spike: Spanish for shipment £0.29½ to £0.30½ kg, sold in metric ton lots.

Lemon: Spot from £3 17s (£3.85) kg.

Lemongrass: £2 2s £2.10) kg spot; £1 17s 6d (£1.87½), cif.

Nutmeg: East Indian £4 19s (£4.97½) kg. West Indian £9 12s (£9.60) kg.

Orange: Sweet from 6s (£0.30) kg.

Palmarosa: £9 15s (£9.75) kg spot; £8 5s (£8.25), cif.

Patchouli: Spot £3 12s 6-£3 17s (£3.62½-£3.87½) kg duty paid.

Pennyroyal: Spot £1 16s 6d (£1.82½) kg.

Peppermint: (Per kg) *Arvensis* Chinese £2 13s (£2.65) spot; £2 6s (£2.30) cif; Brazilian £2 2s (£2.10) spot; £2 1s 3d (£2.06), cif. American *piperata* from £3 17s (£3.85).

Petitgrain: Paraguay spot £2 15s (£2.75) kg; £2 13s 6d (£2.67½), cif.

Pimento: Leaf spot £4 10s kg (£4.50); berry £4 19s (£4.95) kg.

Pine: *Pumilionis* £1 13s (£1.65) kg.

Rosemary: Spanish £1 7s 6d (£1.37½) kg.

Sage: Spanish £2 8s (£2.40) kg.

Sandalwood: Mysore spot £14 kg. East Indian for shipment £13 10s (£13.50), cif.

Spearmint: American £4 12s (£4.60) kg; Chinese spot £3 5s (£3.25) per kg; shipment £3 1s 6d (£3.07½) cif.

Vetivert: Bourbon, spot £11 kg.

COMING EVENTS

Monday January 11

Finchley Branch, Pharmaceutical Society, Council Chamber, Avenue House, London, N 3. Mr G. R. Royston, on "Drug Treatment of coronary artery disease."

Guildford Branch, Pharmaceutical Society, Cleavel hotel, Epsom Road, Guildford, at 7.45 pm. Decimalisation meeting.

Merseyside Branch, National Association of Women Pharmacists, Room 501, College of Technology, Liverpool Polytechnic, Byrom Street, Liverpool, at 7.30 pm. Members' night.

Nottingham Branch, Pharmaceutical Society, 64 St James' Street, Nottingham, at 8 pm. Mr R. Collard on "Thinking around formulation."

Southampton Branch, Pharmaceutical Society, Postgraduate Centre, Southampton General Hospital, at 7.30 pm. Mr K. Holland, on "Man, medicine and morals."

Stockport Branch, Pharmaceutical Society, Alma Lodge hotel, Stockport, at 8 pm. Ladies' supper evening.

York Branch, Pharmaceutical Society, Viking hotel, York, at 8 pm. Dr J. Crossland on "Pain and its treatment."

Tuesday January 12

Kings Lynn Branch, Pharmaceutical Society, Wootton New Inn, South Wootton, at 8 pm. Mr R. Dickinson, on "Current pharmaceutical topics."

South East Metropolitan Branch, Pharmaceutical Society, Medical Centre, Lewisham Hospital, Lewisham High Street, London, SE 13 at 8 pm. Dr G. Kirk on "Antihypertensive compounds."

Wednesday January 13

Birkenhead Branch, Pharmaceutical Society, Birkenhead Technical College, at 7.30 pm. Cookery demonstration.

Huddersfield Branch, Pharmaceutical Society, Whitley's Cafe, Westgate, Huddersfield, at 7 pm. Annual dinner and dance.

London Branch, Guild of Public Pharmacists, The auditorium, Wellcome Building, 183 Euston Road, London, NW 1, at 7.30 pm. Mr D. A. L. Bowen on "Poisoned patients."

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45 pm. Mr W. R. Buckett on "The pharmacological basis of drug dependence."

Swansea and West Glamorgan Branch, Pharmaceutical Society, Dragon hotel, Swansea, at 7.45 pm. Detective Chief Inspector V. T. Brook on "The drug problem."

Thursday January 14

Society of Cosmetic Chemists. Royal Society of Arts, 6-8, John Adam Street, London, WC 2. Dr D. A. Rees on "Polysaccharides and texture."

Friday January 15

Harrow Branch, Pharmaceutical Society, Conference area, Northwick Park Hospital, Harrow, Middlesex, at 8 pm. Cheese and wine party.

Shropshire & Montgomeryshire Branch, National Pharmaceutical Union, Rudge Roberts Ltd, Nobold, Longden Road, Shrewsbury, at 7.30 pm. Discussion on NHS contract.

Advance Information

Guild of Public Pharmacists, Bath University of Technology, April 2-4, 1971. Weekend school. Fee £10 10s approximately.

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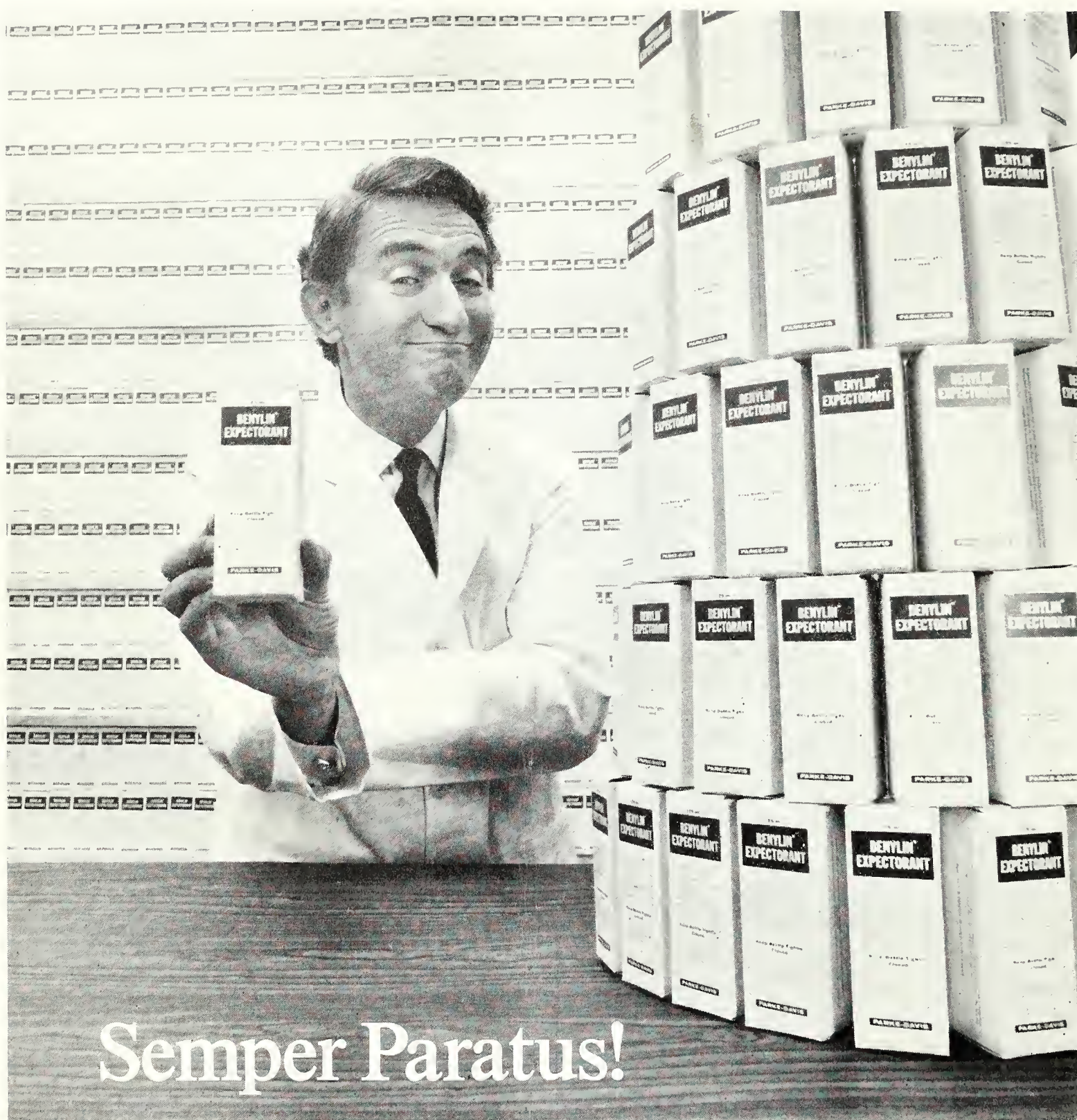
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